United States Court of Appeals

for the Second Circuit

EXHIBITS

B

75-6011

IN THE UNITED STATES COURT OF APPEALS
FOR THE SECOND CIRCUIT

No. 75-6011

UNITED STATES OF AMERICA,

Plaintiff-Appellant

v.

HEALTHCO, INC.,

Defendant-Appellee

ON CROSS-APPEALS FROM THE UNITED STATES DISTRICT COURT
FOR THE SOUTHERN DISTRICT OF NEW YORK

JOINT APPENDIX

VOLUME IV

EXHIBITS

UNITED STATES COURT OF APPEALS
FILED
SEP 8 1975
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United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulations of Fact with Respect to Defendant Healthco, Inc. (P -Trial Order, paragraph 3(a))

(iii) Defendant Healthco, Inc. is a Delaware corporation with a principal place of business in Boston, Massachusetts. It commenced doing business on January 2, 1968 under the name of North American Nursing Homes, Inc. In November 1968 the corporate name was changed to Healthcare Corporation. It was still known by this name on April 2, 1970, when this suit was instituted. Between 1968 and 1970, Healthcare Corporation made a number of corporate acquisitions and operated most of the acquired companies as wholly-owned subsidiaries. In or about August 1971 most of the wholly-owned subsidiaries including those which are the subject of this litigation were merged into the parent company whose name was changed to Healthco, Inc.

"Healthco" shall refer to defendant Healthco, Inc. and shall also be used in referring to the defendant prior to August 1971, when it was known as Healthcare Corporation, and prior to November 1968, when it was known as North American Nursing Homes, Inc. Healthco is engaged in interstate commerce.

(iv) Healthco has made some 30 acquisitions of dental supply companies since January 1, 1969 and comprises one of the leading dental dealers in the United States.

(v) Healthco's 59 dental dealer outlets in 28 states, the District of Columbia, and Canada had sales of dental products in excess of $38 million in 1968 and of $42.8 million in 1969.

(xxii) Prior to May 1, 1969, Healthco maintained a number of outlets throughout the New England states and Florida engaged in the sale of products and services to dentists, dental laboratories, institutions and government agencies.

PLAINTIFF

2 id

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulations of Fact with Respect to S.S. White New York (Pre-Trial Order, paragraph 3(a))

(vi) S.S. White, with headquarters in Philadelphia, is one of the nation's largest manufacturers and wholesalers of dental products. S.S. White also has a chain of retail dental product outlets.

(vii) In 1969, Healthco first commenced operations within Metropolitan New York by acquiring the inventory, fixtures and other assets of three former S.S. White dental product outlets located in the Bronx, Brooklyn and Manhattan.

(viii) Prior to 1969, S.S. White operated one outlet in Newark, New Jersey, and three outlets in the City of New York. Pursuant to an antitrust consent decree which required S.S. White to divest itself of retail outlets accounting for a fixed dollar amount of business, its three New York City outlets were offered for sale.

(ix) These outlets (hereinafter "S.S. White New York") were engaged in the sale of a variety of products and services to dentists, dental laboratories, institutions and government agencies. In 1968, these outlets made combined sales by County in the following amounts:

New York	$512,589.00
Bronx	166,269.00
Brooklyn	409,376.00
Queens	156,650.00
Richmond	93,625.00
Nassau	272,081.00
Suffolk	116,393.00
Westchester	75,203.00
Rockland	19,285.00
Bergen	8,741.00

No sales were made in the Counties of Essex, Passaic, Hudson, Union, Morris, Somerset and Middlesex in New Jersey.

These outlets made the combined sales in 1968 of the following amounts:

All dental products	$1,830,000
Dental sundries	661,000
Dental equipment	377,000

8 id
no objection 6

GX 9

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulations of Fact with Respect to National Dental Supply Co. of New York (Pre-Trial Order, paragraph 3(a))

(x) Prior to January 1969, National Dental Supply Company of New York ("National"), with a single outlet located in New York, New York, was a partnership engaged in the sale of dental sundries in Metropolitan New York.

(xi) In January 1969, National's activities were terminated following the execution of a Purchase and Sale Agreement between a subsidiary of Healthco and the owners of National, under the terms of which National's assets and inventory were acquired by Healthco.

(xii) In 1968, National had sales of dental sundries of approximately $200,000 within Metropolitan New York which constituted all of its sales.

9 ed
no objection

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulations of Fact with Respect to General Dental Supply Co. Inc. (Pre-Trial Order, paragraph 3(a))

(xiii) In May 1969, Healthco through a wholly-owned subsidiary, acquired substantially all of the assets of General Dental Supply Co., Inc. ("General").

(xiv) Prior to its acquisition by Healthco, General had a single outlet in New York City which was engaged in the sale of a variety of products and services to dentists dental laboratories, institutions and government agencies. In 1968, General made sales by County in the following amounts:

New York	$470,503.00
Bronx	184,932.00
Brooklyn	591,078.00
Queens	379,298.00
Richmond	173,504.00
Nassau	382,764.00
Suffolk	155,936.00
Westchester	92,504.00
Rockland	36,147.00
Bergen	64,645.00

No sales were made in the Counties of Essex, Passaic, Hudson, Union, Morris, Somerset and Middlesex in New Jersey.

These outlets made sales in 1968 of the following amounts:

All dental products	$2,581,000
Dental sundries	1,068,000
Dental equipment	1,311,000

10 id

no objection

United States v. Health Co., Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulation of Fact with Respect to Hebard Metro Dental Co. Inc. and Hebard Dental Supply Co. Inc. (Pre-Trial Order, paragraph 3(a))

(xvii) In November 1969, Healthco acquired all of the capital stock of Hebard-Metro Dental Co., Inc. ("Hebard-Metro") and its affiliate Hebard Dental Supply Co., Inc. ("Hebard Dental"). Prior to their acquisition by Healthco, Hebard-Metro, with an outlet in Syosset, L.I. and Hebard Dental with an outlet in North White Plains, New York, were engaged in the sale of a variety of products and services. In 1968, Hebard Dental's sales by County were in the following amounts:

New York	$12,689.13
Bronx	28,799.83
Brooklyn	8,358.86
Suffolk	1,885.78
Westchester	952,260.53
Rockland	111,092.06
Bergen	995.61
Essex	126.39

No sales were made in Queens, Richmond and Nassau Counties, New York, or in Passaic, Hudson, Union, Morris, Somerset or Middlesex Counties, New Jersey.

Hebard Dental's 1968 sales were as follows:

All dental products	$1,115,000
Dental sundries	604,000
Dental equipment	477,000

In 1968, Hebard-Metro's sales by County were in the following amounts:

New York	$269,803.52
Bronx	48,848.27
Brooklyn	229,884.50
Queens	258,773.27
Richmond	6,828.25
Nassau	622,071.32
Suffolk	310,432.67
Westchester	1,292.96
Rockland	1,409.89
Bergen	684.45
Hudson	318.01
Morris	99.00

No sales were made in Essex, Passaic, Union, Somerset or Middlesex Counties, New Jersey.

Hebard Metro's 1968 sales were as follows:

All dental products	$1,750,000
Dental sundries	866,000
Dental equipment	856,000

13 cd objection

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Defendant's Answers to Plaintiff's Requests For Admissions Under Rule 36 and Defendant's Answer to Plaintiff's Interrogatory Pursuant to Rule 33 with Respect to Full-Line Dental Dealers

Requests For Admissions and Answers

(20) A full-line dental dealer sells dental equipment, sundries, precious metals and artificial teeth and arranges for the installation and servicing of the equipment which it sells.

20. Request No. 20 is admitted.

(21) Full-line dealers generally operate one or more retail outlets where inventory is maintained and equipment exhibited and demonstrated.

21. Request No. 21 is denied.

(22) Among the services offered to the dental profession by full-line dealers are the following: product information, financing, large stocks and prompt delivery, and technical advice relating to office location, financing, and design.

22. As to Request No. 22, defendant admits that some "Dental Dealers" as defined in plaintiff's interrogatories provide the services listed in paragraph 22.

Interrogatory

41. With respect to defendant's response to plaintiff's requests for admissions number 21 and 22, state the name and address of each "full line dealer" regularly doing business within the area comprising New York City, Rockland, Westchester, Suffolk and Nassau Counties in the State of New York and Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex Counties in the State of New Jersey which does not:

a. generally operate one or more retail outlets where inventory is maintained and equipment exhibited and demonstrated;

b. offer to the dental profession, product information, financing, large stocks, prompt delivery, and technical advice relating to office location, financing and design.

14 id to objected to

Answer

41. If subparagraphs a and b of interrogatory 41 are to be treated as conjunctive rather than alternatives, then the answer is "None", meaning that each full line dealer has these characteristics, among others.

GX 15

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company Walter Dental Supply Inc.

475 Huyler Street, South Hackensack, N.J. 07606

1. Approximate percentage of company's total sales represented by:

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) 34.39 %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) 56. %; c) artificial teeth. 9 %; d) dental precious metals 1.41 %; and e) service and repair of dental equipment 6.24 %.

2. Total company's sales of above listed products: 1968 - $ [illegible]; 1969 - $2,228,055.00; and 1970 - $ 2,568,846.00.

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$ 1,834,977	$ 1,[illegible]714	$ 2,067,453
b.	dental laboratories	$ not available - included in above		
c.	institutions and government agencies	$ 355,800	$ 272,341	$ 401,393
d.	others	$ none	$ none	$ none

4. Company sales by geographic area in 1968, 1969 and 1970: see attached schedule

a. the five boroughs of New York City: $

b. Rockland and Westchester Counties (N.Y.): $

c. Nassau and Suffolk Counties (N.Y.): $

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $

e. Morris, Somerset and Middlesex Counties (N.J.): $

5. Description of other geographic areas in which company sells:

Our sales in other geographic areas are inconsequential.

Company sales in such other areas in 1968 - $;

1969 - $; and 1970 - $.

Dated: 2/23 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Henry Walter, Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

PLAINTIFF

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EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

WALTER DENTAL SUPPLY, INC.

P. O. BOX 2268 • 275 HUYLER STREET • SOUTH HACKENSACK, N. J. 07606 • N. J. (201) 488-0900
N. Y. (212) 565-1740
L. I. (516) 538-2442

COMPANY SALES BY GEOGRAPHIC AREA
(Estimated)

	1968	1969	1970
Five boroughs of NYC	$967,191	$940,0[illegible]	$[illegible]
Rockland & Westchester Counties	132,401	120,5[illegible]	150,597
Nassau & Suffolk Counties	709,884	673,004	626,239
Bergen, Essex, Hudson, Passaic & Union Counties	381,381	483,984	816,011
Morris, Somerset, Middlesex Counties	NONE	NONE	NONE
TOTAL	$2,190,857	$2,228,055	2,568,046

The above are approximate figures compiled from salesmen's commission records. Our books do not reflect the exact geographic breakdown requested.

10/10/73

Spoke to Henry Walter about his breakdown of sales to dentists and dental laboratories. He stated that he had carefully studies his company's sales of teeth, gold, laboratory equipment and sundries for the period 1969-1973 and estimated that sales to dental laboratories were approximately 5% of total sales volume. No records were available for 1968, but he estimated 5% as a maximum figure for that year.

1. Approximate percentage of company's total sales represented by:

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United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Defendant's Answer to Plaintiff's Interrogatory 1-a

Interrogatory

1. With respect to each dental dealer acquired by Healthcare in Metropolitan New York:

a. list the types of products and services supplied to each of the following classes of customer both prior to and after its acquisition by Healthcare and what portion of total sales volume is attributable to each general category;

i. dentists,

ii. dental laboratories,

iii. institutions,

iv. governmental agencies,

v. others;

Answer

1a. See Rider 1a, annexed hereto.

16 ad
objected to

15

	S.S. White	General Dental Supply
(i) BEFORE	Sundry dental supplies and equipment; equipment installation, maintenance; office layout assistance; loan of equipment. (Above is to best of our knowledge, based on hearsay.)	Same as S.S. White
AFTER	Rower Dental Supply Co., into which General Dental and the S.S. White outlets were merged on April 30, 1969, continues to operate as those outlets did before acquisition. See answer to Interrogatory 3.	Same as S.S. White
(ii) BEFORE	Sold teeth, gold laboratory equipment and supplies; sponsored manufacturers technical clinics; loan of equipment; service to stock; installation and maintenance of equipment. (Above is to best of our knowledge, based on hearsay.)	Same as S.S. White
AFTER	Rower Dental Supply Co., into which General Dental and the S.S. White outlets were merged on April 30, 1969, continues to operate as those outlets did before acquisition. See answer to Interrogatory 3.	Same as S.S. White
(iii) BEFORE	Bid on orders; sold dental supplies and equipment; installed and serviced equipment. (Above is to best of our knowledge, based on hearsay.)	Same as S.S. White
AFTER	Same as before acquisition.	Same as before acquisition

Sechter Dental	Hebard-Metro	Hebard Dental
Same as S.S. White	Same as S.S. White	Same as S.S. White
Same as before acquisition	Same as before acquisition	Same as before acquisition
Very little laboratory business. Sold some teeth and gold on limited basis, and very little laboratory equipment. Minimal installation and service.	Same as Sechter	Same as Sechter
Same as before acquisition and has full service laboratory house.	Same as before acquisition	Same as before acquisition
Same as S.S. White	Same as S.S. White	Same as S.S. White
Same as before acquisition	Same as before acquisition	Same as before acquisition

Name and address of company _____

		S.S. White	General Dental Supply
(iv)	BEFORE	Same as (iii)	Same as (iii)
	AFTER	Same as (iii)	Same as (iii)
(v)	BEFORE	Sold dental equipment and sundry supplies; no teeth or gold. (Above is to best of our knowledge, based on hearsay.)	Same as S.S. White
	AFTER	Same as before acquisition.	Same as before acquisition

Portion of Total Sales

	S.S. White*		General Dental Supply*		Sechter Dental	
	Pre-Acquisition	Post Acquisition (Estimated)	Pre-Acquisition	Post Acquisition (Estimated)	Pre-Acquisition	Post Acquisition (Estimated)
(i)	39.4%	65%	91.0%		89.0%	80%
(ii)	53.7%	25%	16.5%		1.0%	10%
(iii)	6.9%	10%	7.0%		10.0%	10%
(iv)						
(v)			5.5%			

* On April 30, 1969, General Dental was merged with S.S. White into Rower Dental Supply Co. of New York.

Sechter Dental	Hebard-Metro	Hebard Dental
Same as (iii)	Same as (iii)	Same as (iii)
Same as (iii)	Same as (iii)	Same as (iii)
Same as S.S. White	Same as S.S. White	Same as S.S. White
Same as before acquisition	Same as before acquisition	Same as before acquisition

Hebard-Metro		Hebard Dental	
Pre-Acquisition	Post Acquisition (Estimated)	Pre-Acquisition	Post Acquisition (Estimated)
85.0%	Same	95.0%	Same
2.0%	"	1.7%	"
13.0%	"	3.3%	"

GX 17

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Defendant's Answer to Plaintiff's Interrogatory 38

Interrogatory

38. State the percentage of the total sales of dental products in 1968 by:

a. General;

b. Sechter; and

c. Hebard-Metro and Hebard Dental combined, made outside of the geographic area comprising New York City, Westchester, Rockland, Suffolk, and Nassau Counties in the State of New York and Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex Counties in the State of New Jersey, and state the basis upon which such computation was made.

Answer

The percentage of total sales of dental products in 1968 which were made outside of the geographic area specified were as follows:

General - less than one percent.

Sechter - less than one percent.

Hebard-Metro - less than one percent.

Hebard Dental - twenty-seven percent.

Sales by General, Sechter and Hebard-Metro outside of the area specified were de minimis. The percentage stated for Hebard Dental reflects sales of approximately $240,000 in the Counties of Greene, Putnam, Sullivan, Ulster, Duchess, Orange and Columbia in the State of New York, and sales of approximately $150,000 in the State of Connecticut.

17 rd

no objection

20

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Stipulation of Fact with Respect to Consolidated Sales of S.S. White New York, National, General, Sechter, Hebard Metro and Hebard Dental Prior to Their Acquisitions and of Healthco Subsequent to The Acquisitions (Pre-Trial Order, paragraph 3(a))

(xxi) The following chart represents the consolidated sales within the City of New York, Westchester, Rockland, Nassau and Suffolk Counties in the State of New York and Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex Counties in the State of New Jersey of S.S. White New York, National, General, Sechter, Hebard-Metro and Hebard Dental prior to their acquisitions and of Healthco subsequent to the acquisitions:

	1968	1969	1970
All Dental Products	$9,239,000	$9,847,000	$9,553,000
Dental Equipment	3,703,000	3,799,000	3,667,000
Dental Sundries	4,282,000	4,923,000	4,873,000

18 id
objected to

GX 20

20 of

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

TABLE 2. United States, by Type of Operation and Kind of Business: 1967—Continued

Type of operation and kind of business	Establishments (number)	Sales ($1,000)	Inventories, end of year, at cost ($1,000)	Operating expenses including payroll: Amount ($1,000)	Operating expenses including payroll: Percent of sales	Payroll, entire year ($1,000)	Payroll, first quarter 1967 ($1,000)	Paid employees for week including March 12 (number)	Payroll (unrevised)* (number)
TYPE BY KIND OF BUSINESS—CONTINUED									
MERCHANT WHOLESALERS—CONTINUED									
FARM PRODUCTS—RAW MATERIALS:									
COTTON	883	1 974 211	469 735	66 756	3.4	19 734	4 918	3 101	181
GRAIN	2 013	11 499 337	704 143	302 408	2.6	122 737	29 064	19 090	621
LIVESTOCK	563	826 334	45 289	34 878	4.2	13 793	3 337	3 650	430
FARM PRODUCTS—RAW MATERIALS: N.E.C.	1 144	1 865 668	579 852	149 722	8.0	68 209	16 261	11 508	644
HIDES, SKINS, AND PELTS	489	619 874	58 859	57 206	9.2	27 393	6 423	4 342	295
LEAF TOBACCO	172	564 673	415 303	37 411	6.6	15 322	3 165	2 582	97
WOOL, WOOL TOPS, AND MOHAIR	194	309 176	53 570	22 047	7.1	10 065	2 495	1 595	151
OTHER RAW FARM PRODUCTS	299	367 945	48 120	33 008	9.0	15 429	3 898	3 039	241
ELECTRICAL GOODS:									
ELECTRICAL APPARATUS, EQUIPMENT, SUPPLIES, TOTAL	4 981	5 695 113	851 693	787 996	13.8	457 594	111 595	66 019	1 [illegible]
WITH MAJOR APPLIANCES AND HOUSEWARES	319	192 363	22 829	27 625	14.3	15 670	3 848	[illegible]	[illegible]
WITH HOUSEWARES, BUT NOT MAJOR APPLIANCES	253	141 934	20 766	20 761	14.6	10 529	2 [illegible]	[illegible]	[illegible]
WITHOUT HOUSEWARES OR MAJOR APPLIANCES	4 509	5 311 121	808 098	733 320	13.8	426 697	103 879	61 152	1 [illegible]
ELECTRICAL APPLIANCES, TV AND RADIO SETS	2 299	5 717 819	695 766	737 755	12.9	342 169	87 393	46 715	[illegible]
ELECTRONIC PARTS AND EQUIPMENT	4 118	2 209 164	341 233	456 188	20.6	256 355	61 733	40 980	1 324
HARDWARE, PLUMBING, HEATING EQUIPMENT, SUPPLIES:									
HARDWARE, TOTAL	3 513	3 197 167	543 975	628 814	19.7	377 726	91 192	60 389	1 314
GENERAL-LINE HARDWARE	591	2 165 472	360 993	395 751	18.3	243 373	59 127	37 842	37
SPECIALTY-LINE HARDWARE	2 922	1 031 695	182 982	233 063	22.6	134 353	32 065	22 547	1 [illegible]
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES, TOTAL	5 317	4 228 600	653 490	748 798	17.7	434 038	105 542	64 274	1 [illegible]
HEATING EQUIPMENT AND SUPPLIES	1 800	899 147	123 073	183 975	20.5	106 588	26 186	15 092	[illegible]
PLUMBING FIXTURES AND SUPPLIES	3 517	3 329 453	530 377	564 823	17.0	327 450	79 356	49 182	939
AIR-CONDITIONING, REFRIG. EQUIPMENT, SUPPLIES, TOTAL	2 113	1 131 447	147 861	241 893	21.4	142 895	33 991	19 253	748
AIR-CONDITIONING EQUIPMENT AND SUPPLIES	1 255	746 573	108 765	149 224	20.0	86 839	20 310	11 588	442
REFRIGERATION EQUIPMENT AND SUPPLIES	858	384 874	39 096	92 659	24.1	56 056	13 681	7 665	324
MACHINERY, EQUIPMENT, AND SUPPLIES:									
COMMERCIAL MACHINES AND EQUIPMENT, TOTAL	5 931	1 928 886	241 102	493 476	25.6	290 510	69 883	46 665	3 159
OFFICE MACHINES AND EQUIPMENT	3 648	803 551	120 236	246 330	30.7	151 190	37 093	25 020	2 [illegible]
RESTAURANT AND HOTEL SUPPLIES	810	469 628	52 117	99 356	21.2	56 428	13 432	8 580	349
STORE MACHINES AND FIXTURES	1 473	655 707	68 749	147 790	22.5	83 892	19 358	13 065	710
CONSTRUCTION, MINING MACHINERY, EQUIPMENT	3 022	3 552 157	936 906	679 931	18.6	401 524	98 851	53 983	824
FARM MACHINERY AND EQUIPMENT	1 498	1 109 754	166 527	200 716	18.1	106 462	24 962	16 809	595
INDUSTRIAL MACHINERY AND EQUIPMENT, TOTAL	r8 795	r6 104 428	r771 341	r1 839 459	r30.1	r618 584	r151 647	r88 [illegible]	4 [illegible]
FOOD-PROCESSING MACHINERY AND EQUIPMENT	440	257 470	24 198	48 087	18.7	27 983	6 792	3 852	187
GENERAL PURPOSE INDUSTRIAL MACHINERY, EQUIPMENT	1 682	1 046 468	152 163	960 334	91.8	130 629	31 754	19 052	504
METAL WORKING MACHINERY AND EQUIPMENT	1 173	1 107 619	120 961	179 208	16.2	101 694	23 934	12 669	319
MATERIALS-HANDLING EQUIPMENT	1 061	708 886	87 505	162 190	22.9	97 391	24 250	14 674	557
OIL WELLS, OIL REFINERY, PIPELINE EQUIPMENT	r1 746	r1 477 373	r176 761	r173 383	r11.8	r86 558	r20 916	r13 259	557
OTHER INDUSTRIAL MACHINERY AND EQUIPMENT	2 693	1 506 612	209 753	315 857	21.0	174 159	43 971	25 253	1 147
INDUSTRIAL SUPPLIES, TOTAL	7 658	5 197 695	679 282	1 048 791	20.2	617 269	151 227	89 491	2 313
GENERAL-LINE INDUSTRIAL SUPPLIES	555	456 520	70 944	87 780	19.2	54 411	13 610	7 939	167
MECHANICAL POWER TRANSMISSION EQUIPMENT	1 046	720 533	123 538	149 798	20.8	82 796	20 289	11 917	150
INDUSTRIAL VALVES, FITTINGS, EQUIPMENT	719	696 482	87 829	123 920	17.8	73 484	17 832	9 674	419
WELDING SUPPLIES	1 449	611 307	74 097	166 593	27.3	94 121	22 679	14 048	449
OTHER INDUSTRIAL SUPPLIES	3 889	2 713 053	322 874	520 710	19.2	312 477	76 817	46 113	1 437
PROFESSIONAL EQUIPMENT AND SUPPLIES, TOTAL	4 633	2 892 965	387 741	657 640	22.7	383 772	93 225	59 160	1 657
DENTAL SUPPLIES	658	314 757	53 760	82 905	26.3	49 517	11 967	7 753	208
RELIGIOUS AND SCHOOL SUPPLIES	959	474 104	55 058	102 384	21.6	58 593	14 521	10 416	358
SURGICAL, MEDICAL, AND HOSPITAL SUPPLIES	1 252	1 115 096	139 174	220 622	19.8	127 073	31 652	17 851	411
OPTICAL AND OPHTHALMIC GOODS	961	310 261	42 972	93 429	30.1	59 408	13 982	10 017	382
OTHER PROFESSIONAL EQUIPMENT	906	678 747	96 777	158 300	23.3	89 181	21 303	13 123	296
SERVICE ESTABLISHMENT EQUIPMENT, SUPPLIES, TOTAL	5 679	1 887 115	224 193	494 076	26.2	287 559	68 198	46 743	2 [illegible]
BEAUTY AND BARBER SUPPLIES	1 523	486 459	71 487	135 340	27.8	81 014	18 925	13 278	754
CUSTODIAL SUPPLIES	1 457	390 249	38 546	118 846	30.5	74 352	17 789	12 986	734
LAUNDRY AND DRY CLEANING SUPPLIES	686	390 871	37 480	91 761	23.5	50 768	12 237	7 636	373
OTHER SERVICE ESTABLISHMENT SUPPLIES	1 813	619 536	76 630	148 129	23.9	81 425	19 247	12 843	919
TRANSPORTATION EQUIPMENT EXC. MOTOR VEHICLES, TOTAL	1 670	1 374 990	198 584	251 239	18.3	136 740	32 970	19 919	542
AIRCRAFT, AERONAUTICAL EQUIPMENT, PARTS	980	931 753	139 784	167 463	18.0	89 488	21 746	12 909	270
MARINE MACHINERY AND EQUIPMENT	525	289 389	42 067	55 526	19.2	31 566	7 377	4 543	208
OTHER TRANSPORTATION EQUIPMENT	165	153 848	16 733	28 250	18.4	15 686	3 847	2 467	64
METALS AND MINERALS, N.E.C.:									
COAL	458	589 911	14 449	45 919	7.8	24 062	6 357	4 115	229
METALS SERVICE CENTERS, TOTAL	r2 659	r7 815 073	r1 295 980	r1 145 953	r14.5	r602 812	r146 837	r79 354	314
FERROUS METALS SERVICE CENTERS	r2 178	r6 248 504	r1 130 943	r976 159	r15.6	r519 483	r126 435	r68 699	261
NONFERROUS METALS SERVICE CENTERS	491	1 626 569	165 037	169 794	10.4	83 329	20 402	10 655	53
METALS SALES OFFICES, TOTAL	r2 278	r3 397 689	r335 970	r218 634	6.4	r123 281	r30 594	r18 401	1 046
FERROUS METALS SALES OFFICES	r1 716	r1 583 178	r33 [illegible]	r167 229	r10.6	r84 806	r21 313	r13 076	802
NONFERROUS METALS SALES OFFICES	562	1 814 511	102 [illegible]	51 405	2.8	38 475	9 281	5 325	244
PETROLEUM AND PETROLEUM PRODUCTS	3 641	r3 993 397	r126 051	r130 767	r3.3	r159 820	r38 641	r27 197	1 813
SCRAP AND WASTE MATERIALS:									
IRON AND STEEL SCRAP, TOTAL	3 841	2 436 437	197 679	413 646	17.0	216 289	53 548	40 040	2 886
WITH PROCESSING EQUIPMENT	2 225	1 718 809	155 074	352 393	20.5	185 297	45 375	33 282	1 507
WITHOUT PROCESSING EQUIPMENT	1 616	717 628	42 805	61 253	8.5	30 992	8 173	6 758	1 383
WASTE AND SECONDARY MATERIALS	5 973	1 986 591	155 430	351 963	17.7	189 529	47 354	38 744	2 866

Standard Notes - Represents zero. D Withheld to avoid disclosure. NA Not available. r Revised. X Not applicable.

*Entries for merchandise agents and brokers represent brokerage or commission received.

*Based on legal form of organization. See text for explanation.

1967 Census of Business
BC 67-WA1

6/5/72

Spoke to Gutterman by phone today. Makes following estimate of breakdown of sales

dentists	82%
labs	10%
institutions Government	8%

GX 21

PLAINTIFF'S

EXHIBIT
U. S. Dist. Court
S. D. of N. Y.

21 id

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company _____

1. Approximate percentage of company's total sales represented by: a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) 27%; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) 64%; c) artificial teeth 5%; d) dental precious metals /%; and e) service and repair of dental equipment 3%.

2. Total company's sales of above listed products: 1968 - $2,600,000.00 XY 1969 - $2,270,000.00 XY and 1970 - $ 1,400,000.00 XY

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$	$	$ [illegible]
b.	dental laboratories	$	$	$ [illegible]
c.	institutions and government agencies	$	$	$ [illegible]
d.	others	$	$	$ [illegible]

4. Company sales by geographic area in 1968, 1969 and 1970:

a. the five boroughs of New York City: $ 50%

b. Rockland and Westchester Counties (N.Y.): $ 2%

c. Nassau and Suffolk Counties (N.Y.): $ 20%

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $ 2%

e. Morris, Somerset and Middlesex Counties (N.J.): $

5. Description of other geographic areas in which company sells:

Company sales in such other areas in 1968 - $

1969 - $; and 1970 - $

Dated: January 14, 1972 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[signature]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

PLAINTIFF

21d

19 e

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

23

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Defendant's Answer to Plaintiff's Interrogatories 5, 6, and 7

Definitions

"Person" means any individual, partnership, corporation, association or other business or legal entity.

"Dental products" means supplies and equipment used by dentists and dental laboratories and includes dental equipment, dental sundries, artificial teeth and dental precious metals as described in the Complaint.

"Metropolitan New York" shall mean the City of New York and the Counties of Westchester, Rockland, Nassau and Suffolk in the State of New York, and the Counties of Bergen, Essex, Hudson, Passaic and Union in the State of New Jersey. (Plaintiff's Interrogatories Page 1).

Interrogatories

5. State the name and address of each person located in Metropolitan New York not listed on the attached schedule who is regularly engaged in the sale to dentists, dental laboratories, institutions and governmental agencies of dental products in Metropolitan New York, and with respect to each person named state the classes of dental products and services sold and the source of such information. (See Schedule A - next page)

6. State the name and address of each person who is regularly engaged in the sale to dentists, dental laboratories, institutions and governmental agencies of dental products in Morris, Somerset and Middlesex counties in the State of New Jersey and with respect to each, state the classes of dental products and services sold and the source of such information.

7. With respect to (a) Metropolitan New York and (b) Morris, Somerset and Middlesex Counties in the State of New Jersey state the name and address of each person not located in such area but who is regularly engaged in the sale to dentists, dental laboratories, institutions and governmental agencies of dental products in such area, and with respect to each such person, state the classes of dental products and services sold and the source of such information.

Answer

5.-7. The information called for by interrogatories 5, 6 and 7 is not known to Healthcare and Healthcare does not maintain listings of such persons in its regular business records.

PLAINTIFF

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EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

SCHEDULE A

Abe Saas, Inc.
New York, N.Y.

Affiliated Dental Supply Company
Irvington, N.J.

A. Leventhal & Sons Inc.
Irvington, N.J.

Alvy Dental Supply Company
New York, N.Y.

Approved Dental Supply Co.
Brooklyn, N.Y.

Beacon Dental Supply Co.
Brooklyn, N.Y.

Becker-Parkin Dental Supply Co., Inc.
New York, N.Y.

City Dental Supply Co.
New York, N.Y.

Central Dental Supply Corp.
Hempstead, N.Y.

Certified Dental Supply Co.
Bronx, N.Y.

Commonwealth Dental Supply Co.
East Orange, N.J.

Dental Equipment Specialists, Inc.
New York, N.Y.

Durable Dental Supply
Bronx, N.Y.

Economy Dental Supply Co.
Brooklyn, N.Y.

Ethical Dental Supplies, Inc.
Brooklyn, N.Y.

Freud Dental Supply Co.
Newark, N.J.

General Dental Supply Co., Inc.
New York, N.Y.

Guterman Dental Supply Co., Inc.
New York, N.Y.

Hardy's Dental Supply Co.
Staten Island, N.Y.

Harry Rothschild Dental Supplies, Inc.
Bronx, N.Y.

Hebard Dental Supply Co., Inc.
North White Plains, N.Y.

Hebard-Metro Dental Co., Inc.
Syosset, L.I., N.Y.

Henry Rabinowicz
New York, N.Y.

Henry Schein
Flushing, N.Y.

Hudson Dental Supplies
New York, N.Y.

Irving Chodes Dental Supplies
Bellerose, N.Y.

Irving Penchuk
Brooklyn, N.Y.

Jack Marsh Dental Supply Corp.
Jersey City, N.J.

J. Schlesinger & Sons Dental Supply, Inc.
New York, N.Y.

J.T. Ellin Co.
Irvington, N.J.

Kings County Dental Supply
Queens, N.Y.

Kingsway Dental Supply Co., Inc.
Brooklyn, N.Y.

L.D. Caulk (Litton Industries)
Newark, N.J.

M.A. Sechter Dental Equipment & Supply Co.
New York, N.Y. and Hackensack, N.J.

Mackey Dental Supply Co.
East Orange, N.J.

Mayer Dental Supply Co., Inc.
New York, N.Y.

Mutual Dentists Supply Co.
New York, N.Y.

Mycone Dental Supply Co.
New York, N.Y.

National Dental Supply Co. of N.Y.
New York, N.Y.

Nesbit Dental Prods.
Irvington, N.J.

41. Affiliated Dental Supply Co.
Kenilworth, N.J.

N.N. Rosenfeld, Inc.
Yonkers, N.Y.

Preferred Dental Supply Co.
Brooklyn, N.Y.

Progressive Dental Supply Co., Inc.
Bronx, N.Y.

Rubinstein Dental Equipment Corp.
New York, N.Y.

Schmidt Dental, Inc.
New York, N.Y.

Takce Dental Supplies
Brooklyn, N.Y.

Triboro Dental Supply Co.
Elmhurst, L.I., N.Y.

Tych Dental Supplies
Ozone Park, N.Y.

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Queens, N.Y.

Vernick Dental Co.
Queens, L.I., N.Y.

Victor Dental Depot Corp.
Clifton, N.J.

Walter Dental Supply, Inc.
New York, N.Y.

Westchester Dental Depot
Bronx, N.Y.

S.S. White
Bronx, Brooklyn and New York, N.Y.

S.S. White
Newark, N.J.

William Cohen Dental Supplies, Inc.
New York, N.Y.

Zahn Dental Co., Inc.
New York, N.Y.

GX 26

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company _____

1. Approximate percentage of company's total sales represented by: a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) %; c) artificial teeth %; d) dental precious metals %; and e) service and repair of dental equipment %.

2. Total company's sales of above listed products: 1968 - $; 1969 - $; and 1970 - $.

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories	$	$	$
c.	institutions and government agencies	$	$	$
d.	others	$	$	$

PLAINTIFF

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4. Company sales by geographic area in 1968, 1969 and 1970

EXHIBIT
U. S. DIST. CT.
S. D. OF N.

a. the five boroughs of New York City: $

b. Rockland and Westchester Counties (N.Y.): $

c. Nassau and Suffolk Counties (N.Y.): $

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $

e. Morris, Somerset and Middlesex Counties (N.J.): $

5. Description of other geographic areas in which company sells:

Company sales in such other areas in 1968 - $; 1969 - $; and 1970 - $.

Dated: _____ 1971 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

27

thousands)

DEPARTMENT OF JUSTICE
ANTITRUST DIVISION
ROOM 3630
26 FEDERAL PLAZA
NEW YORK, N.Y. 10007
212-264-0390

IN REPLY
REFER TO
INITIALS AND NUMBER

JS ...

JS 190-687-2

...

...

...

thousands)

GX 27

United States v. Healthco, Inc. (Formerly Known as Healthcare Corporation) 70 Civ. 1312 -

Defendant's Answer to Plaintiff's Interrogatory 4

Interrogatory

4. State Healthcare's contentions as to the identity of its ten major competitors engaged in the sale of dental products in Metropolitan New York to dentists, dental laboratories, institutions, and governmental agencies.

Answer

4. It is not possible to identify Healthcare's ten major competitors, since its major competitors number many more than ten. Among Healthcare's major competitors are the following:

City Dental Supply Co.
Central Dental Supply Corp.
Certified Dental Supply Co.
Dental Equipment Specialists, Inc.
Durable Dental Supply
Guterman Dental Supply Co., Inc.
Henry Schein
L. D. Caulk (Litton Industries)
Mycone Dental Supply Co.
Walter Dental Supply, Inc.
S.S. White (Newark, N. J.)
Darby Drug
Interstate Drug
Ark Dental
Kent Dental Supply Co.
Veratex
Nationwide Dental
Buy Rite
Rochester X-Ray Products

PLAINTIFF

27 id

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

29

RANK COMPANY SALES PERCENTAGES

GX 28

REPLY FORM - RE: U.S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY)

Name and address of company _____

1. State whether or not your company sells any of the following products or services (circle appropriate answer):

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.); YES NO

b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c) artificial teeth; YES NO

d) dental precious metals; and YES NO

e) service and repair of dental equipment. YES NO

2. Your total company sales made directly to each of the following classes of customers located in Metropolitan New York area - comprising the City of New York, Rockland, Westchester, Nassau and Suffolk Counties in the State of New York, and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex. If exact dollar figures are not available, approximations so stated will be acceptable.

	1968	1969	1970
a) dentists	$	$	$
b) dental laboratories	$	$	$
c) institutions and government agencies	$	$	$

Dated _____ 1971 SIGNATURE AND TITLE OF COMPANY OFFICIAL PPEPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York

PLAINTIFF

28 sd

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

DEPARTMENT OF JUSTICE
ANTITRUST DIVISION
ROOM 3630
26 FEDERAL PLAZA
NEW YORK, N.Y. 10007
212-264-0390

IN REPLY
REFER TO
INITIALS AND NUMBER
JS:eja

60-190-037-2

April 29, 1971

CERTIFIED MAIL
RETURN RECEIPT REQUESTED

Nationwide Dental Supply
Box 60
Van Brund Station
Brooklyn, New York 11215

Gentlemen:

We are presently engaged in preparation for trial of United States v. Healthcare Corporation, a Civil Antitrust suit pending in the Southern District of New York. In responding to certain Government Interrogatories, defendant Healthcare has filed an answer identifying "Nationwide Dental Supply" as "Among Healthcare's major competitors".

We are therefore requesting that you fill out and return the enclosed form as soon as possible. An extra copy of the form and a postpaid envelope are enclosed for your convenience.

If you have any questions please call the undersigned at 264-0662.

Your cooperation in this matter will be appreciated.

Sincerely yours,

RICHARD W. McLAREN
Assistant Attorney General

By

JOHN SIRIGNANO, JR.
Attorney

Enclosure

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28

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

PLAINTIFF

GX 30

RE: U. S. v. HEALT [illegible] NY) - REPLY FORM

Name and address of

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

1. State which of [illegible] services your company sells - circle appropriate

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

GX 31a

DEPARTMENT OF JUSTICE
ANTITRUST DIVISION
ROOM 3630
26 FEDERAL PLAZA
NEW YORK, N.Y. 10007
212-264-0390

IN REPLY REFER TO INITIALS AND NUMBER

JJS:jw
60-190-237-2

[illegible] 1972

[illegible]

[illegible] ultimate consumers (dentists, dental laboratories, institutions and government agencies) in the [illegible] New York area.

We are therefore requesting that you fill out [illegible] return the enclosed form as soon as possible. [illegible] of the form and a postpaid envelope are enclosed for your convenience.

If you have any questions please call the undersigned at 212-264-0662 or Mr. Melvin Lublinski at 264-0028.

Your cooperation in this matter will be appreciated.

Sincerely yours,

WALKER B. COMEGYS
Acting Assistant Attorney General

By

JOHN SIRIGNANO, Jr.
Attorney

Enclosures

d. government agencies

Dated: _____ 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

_____

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

GX 31 a

REPLY FORM - RE: U.S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY)

Name and address of company SILVERMAN DENT. CO.
APOLLO R'D., PLYMOUTH MEETING, PA. 19462

1. State whether or not your company sells any of the following products or services (circle appropriate answer):

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.); YES NO

b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c) artificial teeth; YES NO

d) dental precious metals; and YES NO

e) service and repair of dental equipment. YES NO

2. Your total company sales made directly to each of the following classes of customers located in Metropolitan New York area - comprising the City of New York, Rockland, Westchester, Nassau and Suffolk Counties in the State of New York, and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex. If exact dollar figures are not available, approximations so stated will be acceptable.

	1968	1969	1970
a) dentists	$ 10,000	$ 10,500	$ 11,000
b) dental laboratories	$	$	$
c) institutions and government agencies	$	$	$

Dated 10/IV/73 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Leonard Weiss Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

31A id

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PLAINTIFF'S 324

EXHIBIT
U.S. DIST. COURT
S.D. OF N.Y.

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60-190-037-2

1968 SALES OF DENTAL PRODUCTS BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Guterman Dental Supply Co., Inc.	$ 2,600	8.3
2.	General Dental	2,581	8.2
3.	Walter Dental Supply, Inc.	2,191	7.0
4.	Central Dental Supply Corp.	2,035	6.5
		$ 9,407	30.0
5.	S.S. White - New York	1,830	5.8
6.	Sechter Dental Products	1,763	5.6
7.	Hebard-Metro	1,750	5.6
8.	Mycone Dental Supply Co., Inc.	1,282	4.1
		$16,032	51.2
9.	Litton Dental Products	1,198	3.8
10.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	1,172	3.7
		$18,402	58.8
11.	S.S. White Division (Pennwalt Corp.) Newark	1,129	3.6
12.	Hebard Dental	1,115	3.6
13.	Certified Dental Supply Co., Inc.	1,073	3.4
14.	Commonwealth Dental Supply Co.	774	2.5
15.	Abe Bass, Inc.	694	2.2
16.	Durable Dental Supplies	500	1.6
17.	J.T. Ellin Co.	415	1.3

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
18.	Rubinstein Dental Equipment Corp.	$ 413	1.3
19.	Irving Chodos Dental Supplies, Inc.	400	1.3
20.	Schmidt Dental Supply, Inc.	376	1.2
21.	Ethical Dental Supplies, Inc.	334	1.1
22.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	307	1.0
23.	Climax Dental Supply Co.	297	
24.	U.S. Dental Depot	289	
25.	Zahn Dental Co., Inc.	279	
26.	A. Leventhal & Sons, Inc.	277	
27.	Becker-Parkin Dental Supply Co., Inc.	275	
28.	City Dental Supply Co.	250	
29.	Newark Dental Supply Co.	248	
30.	Hudson Dental Supplies, Inc.	223	
31.	Victor Dental Depot	223	
32.	N.N. Rosenfeld, Inc.	209	
33.	Westchester Dental Depot, Inc.	201	
34.	National Dental Supply Co. of N.Y.	200	
35.	Claude Sachau & Sons	200	
36.	William Cohen Dental Supplies Inc.	191	
37.	Mayer Dental Supply Co., Inc.	161	
38.	Irving Penchuk	161	
39.	Alvy Dental Supply Co.	153	
40. *	The Veratex Corporation	144	
41.	Harry Rothchild, Inc.	137	

RANK		COMPANY	SALES (in thousands)	
42.		Preferred Dental Supply Co. (By-Rite and Nationwide)	134	
43.		Henry Schein Inc.	128	
44.		Jack Marsh Dental Supply Corp.	118	
45.		Darby Dental Supply Co.	100	
46.		Affiliated Dental Supply Co.	99	
47.		Freud Dental Supply Co.	78	
48.		Takco Dental Supplies	73	
49.		Mutual Dentists Supply Co. (went out of business in Dec. 1969)	70	
50.		Progressive Dental Supply Co., Inc.	68	
51.		Nesbit Dental Products (went out of business May 1970)	66	
52.		Economy Dental Supply Co.	63	
53.		Morris Dental Supply	60	
54.		Rabinowicz Dental Supplies Inc.	40	
55.		Tych Dental Supplies	38	
56.		Triboro Dental Supply Co.	28	
57.		M & M Dental Supply Co., Inc.	24	
58.		Arista Surgical Co.	18	
59.		Titan Dental Products, Inc.	12	
60.	*	Rochester X-Ray Products Inc.	12	
61.	*	Silverman Dental Co.	11	
62.	*	Kent Dental Supply Co. (Ark Dental)	10	
63.		Vernick Dental Co.	4	
64.		Hardy's Surgical Supply Co.	1	
			$31,305	
Five Dental Dealers Acquired by Healthco:			9,239	29.5%

*Mail Order Houses Located Outside Metropolitan New York

PLAINTIFF

33-C

GX 33

60-190-037-2

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

1969 SALES OF DENTAL PRODUCTS BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco Inc.	$9,847	29.9
2.	Guterman Dental Supply Co.,Inc.	2,270	6.9
3.	Central Dental Supply Corp.	2,239	6.8
4.	Walter Dental Supply Inc.	2,228	6.8
		16,584	50.4
5.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	1,528	4.6
6.	Litton Dental Products	1,454	4.4
7.	Certified Dental Supply Co.,Inc.	1,359	4.1
8.	Mycone Dental Supply Co., Inc.	1,197	3.6
		22,122	67.2
9.	S.S. White Division (Pennwalt Corp.) Newark	1,025	3.1
10.	Abe[illegible]ss, Inc.	816	2.5
		23,963	72.8
11.	Durable Dental Supplies	600	1.8
12.	Commonwealth Dental Supply Co.	507	1.5
13.	Irving Chodos Dental Supplies Inc.	500	1.5
14.	Schmidt Dental Supply, Inc.	473	1.4
15.	J.T. Ellin Co.	440	1.3
16.	Rubinstein Dental Equipment Corp.	406	1.2
17.	Ethical Dental Supplies, Inc.	342	1.0

	COMPANY	SALES (in thousands)	PERCENTAGES
18.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	342	1.0
19.	Climax Dental Supply Co.	316	1.0
20.	Becker-Parkin Dental Supply Co.,Inc.	293	
21.	A. Leventhal & Sons, Inc.	292	
22.	Zahn Dental Co., Inc.	280	
23.	City Dental Supply Co.	250	
24.	Hudson Dental Supplies, Inc.	248	
25.	Victor Dental Depot	232	
26.	Claude Sachau & Sons	205	
27.	Henry Schein, Inc.	204	
28.	Newark Dental Supply Co.	200	
29.	William Cohen Dental Supplies, Inc.	200	
30.	Darby Dental Supply Co.	200	
31.	Westchester Dental Depot Inc.	194	
32. *	The Veratex Corporation	185	
33.	N.N. Rosenfeld, Inc.	184	
34.	Irving Penchuk	162	
35.	Mayer Dental Supply Co., Inc.	160	
36.	Preferred Dental Supply Co. (By-Rite and Nationwide)	148	
37.	Alvy Dental Supply Co.	146	
38.	U.S. Dental Depot	145	
39.	Harry Rothchild, Inc.	143	
40.	Jack Marsh Dental Supply Corp.	119	

RANK	COMPANY	SALES (in thousands)
41.	Affiliated Dental Supply Co.	112
42.	Nesbit Dental Products (went out of business May 1970)	110
43.	Freud Dental Supply Co.	87
44.	Takce Dental Supplies	71
45.	Mutual Dentists Supply Co. (went out of business in Dec. 1969)	70
46.	Economy Dental Supply Co.	64
47.	Morris Dental Supply	60
48.	Progressive Dental Supply Co., Inc.	53
49.	Tych Dental Supplies	41
50.	Rabinowicz Dental Supplies Inc.	40
51.	M & M Dental Supply Co., Inc.	23
52.	Triboro Dental Supply Co.	23
53.	Arista Surgical Co.	20
54.	Titan Dental Products, Inc.	20
55. *	Rochester X-Ray Products, Inc.	15
56. *	Silverman Dental Co.	11
57. *	Kent Dental Supply Co. (Ark Dental)	8
58.	Kingsway Dental Supply Co., Inc.	3
59.	Hardy's Surgical Supply Co.	1
	Total	32,911

* Mail Order Houses Located Outside Metropolitan New York

(in thousands)

PLAINTIFF

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EXHIBIT
U. S. DIST. COURT
S. D. N. Y.

60-190-037-2

1970 SALES OF DENTAL PRODUCTS BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco, Inc.	$9,559	30.3
2.	Walter Dental Supply, Inc.	2,569	8.1
3.	Central Dental Supply Corp.	2,054	6.5
4.	Guterman Dental Supply Co., Inc.	1,400	4.4
		$15,582	49.3
5.	Certified Dental Supply Co., Inc.	1,353	4.3
6.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	1,305	4.1
7.	Mycone Dental Supply Co., Inc.	1,304	4.1
8.	S.S. White Division (Pennwalt Corp.) Newark	837	2.6
		$20,381	64.5
9.	Abe Bass, Inc.	747	2.4
10.	Litton Dental Products	727	2.3
		$21,885	69.3
11.	Durable Dental Supplies	650	2.1
12.	City Dental Supply Co.	600	1.9
13.	Commonwealth Dental Supply Co.	555	1.8
14.	Irving Chodos Dental Supplies, Inc.	525	1.7
15.	Schmidt Dental Supply, Inc.	459	1.5

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
16.	Rubinstein Dental Equipment Corp.	424	1.4
17.	J. T. Ellin Co.	415	1.3
18.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	349	1.0
19.	Victor Dental Depot	317	1.0
20.	Darby Dental Supply Co.	300	1.0
21.	Climax Dental Supply Co.	299	1.0
22.	Becker-Parkin Dental Supply	295	
23.	Hudson Dental Supplies, Inc.	293	
24.	Ethical Dental Supplies, Inc.	278	
25.	Zahn Dental Co., Inc.	270	
26.	Interstate Drug Exchange, Inc.	250	
27.	Henry Schein, Inc.	240	
28.	*The Veratex Corporation	237	
29.	A. Leventhal & Sons, Inc.	221	
30.	Claude Sachau & Sons	210	
31.	Westchester Dental Depot, Inc.	198	
32.	Newark Dental Supply Co.	186	
33.	U.S. Dental Depot	183	
34.	William Cohen Dental Supplies, Inc.	180	
35.	Mayer Dental Supply Co., Inc.	175	
36.	Preferred Dental Supply Company (By-Rite and Nationwide)	175	
37.	Irving Penchuk	159	

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
38.	Harry Rothchild, Inc.	155	
39.	N.N. Rosenfeld, Inc.	137	
40.	Jack Marsh Dental Supply Corp.	136	
41.	Alvy Dental Supply Co.	128	
42.	Freud Dental Supply Co.	101	
43.	Affiliated Dental Supply Co.	93	
44.	Mutual Dentists Supply Co. (went out of business in Dec. 1969)	70	
45.	Economy Dental Supply Co.	66	
46.	Takce Dental Supplies	66	
47.	Progressive Dental Supply Co., Inc.	64	
48.	Tych Dental Supplies	47	
49.	Morris Dental Supply	45	
50.	Rabinowicz Dental Supplies, Inc.	40	
51.	Nesh t Dental Products (went out of business May 1970)	37	
52.	Arista Surgical Co.	25	
53.	M & M Dental Supply Co., Inc.	23	
54.	Titan Dental Products, Inc.	20	
55.	Triboro Dental Supply Co.	15	

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
56.	*Rochester X-Ray Products, Inc.	15	
57.	*Silverman Dental Co.	11	
58.	*Kent Dental Supply Co. (Ark Dental)	5	
59.	Kingsway Dental Supply Co., Inc.	2	
60.	Hardy's Surgical Supply Co.	1	
	TOTAL	$31,600	

*Mail Order Houses Located Outside Metropolitan New York.

PLAINTIFF

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EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

60-190-037-2

1968 SALES OF DENTAL SUNDRIES BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Guterman Dental Supply Co., Inc.	$1,664	9.1
2.	Walter Dental Supply, Inc.	1,248	6.9
3.	Central Dental Supply Corp.	1,068	5.9
4.	Sechter Dental Products	1,019 / 4,999	5.6 / 27.5
5.	General Dental	932	5.1
6.	Hebard-Metro	866	4.8
7.	Mycone Dental Supply Co., Inc.	808	4.4
8.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	703 / 8,308	3.9 / 45.7
9.	S.S. White - New York	661	3.6
10.	Hebard-Dental	604 / 9,573	3.3 / 52.6
11.	Litton Dental Products	563	3.1
12.	Certified Dental Supply Co., Inc.	537	3.0
13.	S.S. White Division (Pennwalt Corp.) Newark	519	2.9
14.	Abe Bass, Inc.	444	2.4
15.	Schmidt Dental Supply, Inc.	376	2.1
16.	J.T. Ellin Co.	340	1.9
17.	Durable Dental Supplies	325	1.8

RANK		COMPANY	SALES (in thousands)	PERCENTAGES
18.		Beacon Dental Supply Co., Inc. (Approved and Bernstein)	286	1.6
19.		Becker-Parkin Dental Supply Co., Inc.	275	1.5
20.		Zahn Dental Co., Inc.	252	1.4
21.		Newark Dental Supply Co.	248	1.4
22.		City Dental Supply Co.	248	1.4
23.		Commonwealth Dental Supply Co.	232	1.3
24.		U.S. Dental Depot	231	1.3
25.		Irving Chodos Dental Supplies, Inc.	228	1.3
26.		Hudson Dental Supplies, Inc.	223	1.2
27.		National Dental Supply Co. of N.Y.	200	1.1
28.		Westchester Dental Depot, Inc.	199	1.1
29.		William Cohen Dental Supplies, Inc.	191	1.0
30.		Ethical Dental Supply, Inc.	190	1.0
31.		A. Leventhal & Sons, Inc.	158	
32.		Irving Penchuk	157	
33.		N.N. Rosenfeld, Inc.	157	
34.		Victor Dental Depot	154	
35.		Mayer Dental Supply Co., Inc.	153	
36.	*	The Veratex Corporation	144	
37.		Harry Rothchild, Inc.	137	
38.		Claude Sachau & Sons	136	
39.		Preferred Dental Supply Co. (By-Rite and Nationwide)	133	

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
40.	Henry Schein, Inc.	125	
41.	Jack Marsh Dental Supply Corp.	116	
42.	Darby Dental Supply Co.	100	
43.	Climax Dental Supply Co.	98	
44.	Alvy Dental Supply Co.	77	
45.	Tacke Dental Supplies	73	
46.	Mutual Dentists Supply Co.	70	
47.	Nesbit Dental Products	66	
48.	Economy Dental Supply Co.	63	
49.	Freud Dental Supply Co.	63	
50.	Progressive Dental Supply Co.	52	
51.	Affiliated Dental Supply Co.	51	
52.	Morris Dental Supply	48	
53.	Rabinowicz Dental Supplies, Inc.	40	
54.	Tych Dental Supplies	30	
55.	Triboro Dental Supply Co.	28	
56.	M & M Dental Supply Co., Inc.	24	
57.	Arista Surgical Co.	18	
58.	* Rochester X-Ray Products Inc.	12	
59.	* Silverman Dental Co.	11	
60.	* Kent Dental Supply Co. (Ark Dental)	10	
61.	Titan Dental Products Inc.	7	
62.	Vernick Dental Co.	4	
63.	Hardy's Surgical Supply Co.	1	
		18,196	
	Five Dental Dealers Acquired by Healthco:	4,282	23.5

* Mail Order Houses Located Outside Metropolitan New York

PLAINTIFF'S

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EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

60-190-037-2

1969 SALES OF DENTAL SUNDRIES BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco Inc.	$4,923	25.2
2.	Guterman Dental Supply Co., Inc.	1,453	7.4
3.	Walter Dental Supply Inc.	1,269	6.5
4.	Central Dental Supply Corp.	1,175	6.0
		8,820	45.1
5.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	917	4.7
6.	Mycone Dental Supply Co., Inc.	754	3.9
7.	Litton Dental Products	683	3.5
8.	Certified Dental Supply Co., Inc.	680	3.5
		11,854	60.6
9.	Abe Bass, Inc.	522	2.7
10.	Schmidt Dental Supply, Inc.	473	2.4
		12,849	65.6
11.	S.S. White Division (Pennwalt Corp.) Newark	472	2.4
12.	Durable Dental Supplies	390	2.0
13.	J.T. Ellin Co.	361	1.9
14.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	319	1.6
15.	Becker-Parkin Dental Supply Co., Inc.	293	1.5
16.	Irving Chodos Dental Supplies Inc.	285	1.5
17.	Zahn Dental Co., Inc.	252	1.3
18.	City Dental Supply Co.	248	1.3

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
19.	Hudson Dental Supplies, Inc.	248	1.3
20.	William Cohen Dental Supplies, Inc.	200	1.0
21.	Darby Dental Supply Co.	200	1.0
22.	Newark Dental Supply Co.	200	1.0
23.	Henry Schein, Inc.	200	1.0
24.	Ethical Dental Supplies, Inc.	195	1.0
25.	Westchester Dental Depot Inc.	192	
26.	The Veratex Corporation	185	
27.	A. Leventhal & Sons, Inc.	167	
28.	Victor Dental Depot	160	
29.	Irving Penchuk	158	
30.	Commonwealth Dental Supply Co.	152	
31.	Mayer Dental Supply Co., Inc.	152	
32.	Preferred Dental Supply Co. (By-Rite and Nationwide)	146	
33.	Harry Rothchild, Inc.	143	
34.	Claude Sachau & Sons	139	
35.	N.N. Rosenfeld, Inc.	138	
36.	Jack Marsh Dental Supply Corp.	117	
37.	U.S. Dental Depot	116	
38.	Nesbit Dental Products (went out of business May 1970)	110	
39.	Climax Dental Supply Co.	104	
40.	Alvy Dental Supply Co.	73	
41.	Takce Dental Supplies	71	

RANK	COMPANY	SALES (in thousands)
42.	Mutual Dentists Supply Co. (went out of business in Dec. 1969)	70
43.	Freud Dental Supply Co.	69
44.	Economy Dental Supply Co.	64
45.	Affiliated Dental Supply Co.	58
46.	Morris Dental Supply	48
47.	Progressive Dental Supply Co., Inc.	41
48.	Rabinowicz Dental Supplies Inc.	40
49.	Tych Dental Supplies	33
50.	M & M Dental Supply Co., Inc.	23
51.	Triboro Dental Supply Co.	23
52.	Arista Surgical Co.	20
53.	Rochester X-Ray Products, Inc.	15
54.	Titan Dental Products, Inc.	15
55.	Silverman Dental Co.	11
56.	Kent Dental Supply Co. (Ark Dental)	8
57.	Hardy's Surgical Supply Co.	1
	Total	19,574

*Mail Order Houses Located Outside Metropolitan New York

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EXHIBIT
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S. D. OF N. Y.

60-190-037-2

1970 SALES OF DENTAL SUNDRIES BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco, Inc.	$4,873	25.4
2.	Walter Dental Supply, Inc.	1,463	7.6
3.	Central Dental Supply Corp.	1,079	5.6
4.	Guterman Dental Supply Co.,Inc.	896 8,311	4.7 43.2
5.	Mycone Dental Supply Co., Inc.	822	4.3
6.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	783	4.1
7.	Certified Dental Supply Co., Inc.	676	3.5
8.	City Dental Supply Co.	594 11,186	3.1 58.2
9.	Abe Bass, Inc.	478	2.5
10.	Schmidt Dental Supply Inc.	459 12,123	2.4 63.1
11.	Durable Dental Supplies	423	2.2
12.	S.S. White Division (Pennwalt Corp.) Newark	385	2.0
13.	Litton Dental Products	342	1.8
14.	J.T. Ellin Co.	340	1.8
15.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	325	1.7
16.	Darby Dental Supply Co.	300	1.6
17.	Irving Chodos Dental Supplies, Inc.	299	1.6
18.	Becker-Parkin Dental Supply Co., Inc.	295	1.6

RANK		COMPANY	SALES (in thousands)	PERCENTAGES
19.		Hudson Dental Supplies, Inc.	293	1.5
20.		Interstate Drug Exchange, Inc.	250	1.3
21.		Zahn Dental Co., Inc.	243	1.3
22.	*	The Veratex Corporation	237	1.2
23.		Henry Schein, Inc.	235	1.2
24.		Victor Dental Depot	219	1.2
25.		Westchester Dental Depot, Inc.	196	1.0
26.		Newark Dental Supply Co.	186	1.0
27.		William Cohen Dental Supplies, Inc.	180	
28.		Preferred Dental Supply Company (By-Rite and Nationwide)	173	
29.		Commonwealth Dental Supply Co.	166	
30.		Mayer Dental Supply Co., Inc.	166	
31.		Ethical Dental Supplies, Inc.	159	
32.		Irving Penchuk	155	
33.		Harry Rothchild, Inc.	155	
34.		U.S. Dental Depot	146	
35.		Claude Sachau & Sons	143	
36.		Jack Marsh Dental Supply Corp.	133	
37.		A. Leventhal & Sons, Inc.	126	
38.		N.N. Rosenfeld, Inc.	103	
39.		Climax Dental Supply Co.	99	

RANK		COMPANY	SALES
40.		Freud Dental Supply Co.	81
41.		Economy Dental Supply Co.	66
42.		Takce Dental Supplies	66
43.		Alvy Dental Supply Co.	64
44.		Progressive Dental Supply Co., Inc.	49
45.		Affiliated Dental Supply Co.	48
46.		Rabinowicz Dental Supplies Inc.	40
47.		Tych Dental Supplies	38
48.		Newbit Dental Products (went out of business May 1970)	37
49.		Morris Dental Supply	36
50.		Arista Surgical Co.	25
51.		M & M Dental Supply Co., Inc.	23
52.	*	Rochester X-Ray Products Inc.	15
53.		Triboro Dental Supply Co.	15
54.		Titan Dental Products, Inc.	12
55.	*	Silverman Dental Co.	11
56.	*	Kent Dental Supply Co. (Ark Dental)	5
57.		Hardy's Surgical Supply Co.	1
		TOTAL	19,227

*Mail Order Houses Located Outside Metropolitan New York

COMPANY TOTAL SALES DENTISTS LABORATORIES

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EXHIBIT
U. S. DIST. COURT
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60-190-037-2

1968 SALES AND SERVICE OF DENTAL EQUIPMENT BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	General Dental	$1,311	13.8
2.	Walter Dental Supply Inc.	890	9.3
3.	Hebard-Metro	856	9.0
4.	Guterman Dental Supply Co., Inc.	780	8.2
		3,837	40.3
5.	Central Dental Supply Corp.	773	8.1
6.	Sechter Dental	682	7.2
7.	Certified Dental Supply Co., Inc.	526	5.5
8.	Hebard Dental	477	5.0
		6,295	66.0
9.	Dental Equipment Specialists Inc. & Kings County Dental Co., Inc.	469	4.9
10.	Commonwealth Dental Supply Co.	425	4.5
		7,189	75.5
11.	S.S. White - New York	377	4.0
12.	S.S. White (Pennwalt Corp.) Newark	361	3.8
13.	Litton Dental Products	359	3.8
14.	Abe Bass, Inc.	215	2.3
15.	Irving Chodos Dental Supplies, Inc.	160	1.7
16.	Durable Dental Supplies	150	1.6
17.	Ethical Dental Supplies, Inc.	117	1.2

RANK		COMPANY	SALES (in thousands)	PERCENTAGES
18.		A. Leventhal & Sons, Inc.	89	
19.		Mutual Dentists Supply Co.	70	
20.		J. T. Ellin Co.	66	
21.		Nesbit Dental Products	66	
22.		Claude Sachau & Sons	60	
23.		Victor Dental Depot	54	
24.		N.N. Rosenfeld, Inc.	52	
25.		U.S. Dental Depot	40	
26.		Triboro Dental Supply Co.	28	
27.		Zahn Dental Co., Inc.	14	
28.		Morris Dental Supply	12	
29.	*	Rochester X-Ray Products, Inc.	12	
30.	*	Kent Dental Supply Co. (Ark Dental)	10	
31.		Freud Dental Supply Co.	8	
32.		Tych Dental Supplies	8	
33.		Beacon Dental Supply Co., Inc. (Approved and Bernstein)	5	
34.		Vernick Dental Co.	4	
35.		Irving Penchuk	3	
36.		City Dental Supply Co.	3	
37.		Henry Schein, Inc.	1	
38.		Jack Marsh Dental Supply Corp.	1	
			9,534	
Five Dental Dealers Acquired by Healthco:			3,703	38.8

*Mail Order Houses Located Outside Metropolitan New York.

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EXHIBIT
U.S. DIST. COURT
E.D.N.Y.

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SALE OF DENTAL EQUIPMENT BY DENTAL AND DENTISTS, DENTAL LABORATORIES, STITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco, Inc.	$3,799	36.7
2.	Walter Dental Supply, Inc.	905	8.7
3.	Central Dental Supply Corp.	851	8.2
4.	Guterman Dental Supply Co., Inc.	681	6.6
		6,236	60.3
5.	Certified Dental Supply Co., Inc.	666	6.4
6.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	611	5.9
7.	Litton Dental Products	436	4.2
8.	Rubinstein Dental Equipment Corp.	406	3.9
		8,355	80.7
9.	S.S. White Division (Pennwalt Corp.) Newark	328	3.2
10.	Commonwealth Dental Supply Co.	279	2.7
		8,962	86.6
11.	Abe Bass, Inc.	253	2.4
12.	Irving Chodos Dental Supplies, Inc.	200	1.9
13.	Durable Dental Supplies	180	1.7
14.	Ethical Dental Supplies, Inc.	120	1.2
15.	Nesbit Dental Products (went out of business May 1970)	110	1.1
16.	A. Leventhal & Sons, Inc.	94	

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RANK	COMPANY	SALES (in thousands)
17.	J. T. Ellin Co.	70
18.	Mutual Dentists Supply Co. (went out of business in Dec. 1969)	70
19.	Claude Sachau & Sons	62
20.	Victor Dental Depot	56
21.	N.N. Rosenfeld, Inc.	46
22.	Triboro Dental Supply Co.	23
23.	U.S. Dental Depot	20
24.	Rochester X-Ray Products, Inc.	15
25.	Zahn Dental Co., Inc.	14
26.	Morris Dental Supply	12
27.	Freud Dental Supply Co.	9
28.	Kent Dental Supply Co.	8
29.	Tych Dental Supplies	8
30.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	6
31.	City Dental Supply Co.	3
32.	Irving Penchuk	3
33.	Henry Schein, Inc.	2
34.	Jack Marsh Dental Supply Corp.	1
	Total	10,347

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EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

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SALES AND SERVICE OF DENTAL EQUIPMENT BY DENTAL DEALERS TO DENTISTS, DENTAL LABORATORIES, INSTITUTIONS AND GOVERNMENT AGENCIES IN METROPOLITAN NEW YORK

RANK	COMPANY	SALES (in thousands)	PERCENTAGES
1.	Healthco, Inc.	$3,667	38.5
2.	Walter Dental Supply, Inc.	1,044	11.0
3.	Central Dental Supply Corp.	781	8.2
4.	Certified Dental Supply Co. Inc.	663	7.0
		$6.155	64.7
5.	Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	522	5.5
6.	Rubinstein Dental Equipment Corp.	424	4.5
7.	Guterman Dental Supply Co., Inc.	420	4.4
8.	Commonwealth Dental Supply Co.	305	3.2
		7,826	82.3
9.	S.S. White Division (Pennwalt Corp.) Newark	268	2.8
10.	Abe Bass, Inc.	232	2.4
		$8,326	87.5
11.	Litton Dental Products	218	2.3
12.	Irving Chodos Dental Supplies, Inc.	210	2.2
13.	Durable Dental Supplies	195	2.0
14.	Ethical Dental Supplies, Inc.	97	1.0
15.	Victor Dental Depot	76	

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RANK	COMPANY	SALES (in thousands)	PERCENTAGES
16.	A. Leventhal & Sons, Inc.	71	
17.	J. T. Ellin Co.	66	
18.	Claude Sachau & Sons	63	
19.	Nesbit Dental Products (went out of business May 1970)	37	
20.	N. N. Rosenfeld, Inc.	34	
21.	U.S. Dental Depot	26	
22. *	Rochester X-Ray Products, Inc.	15	
23.	Triboro Dental Supply Co.	15	
24.	Zahn Dental Co., Inc.	14	
25.	Freud Dental Supply Co.	10	
26.	Morris Dental Supply	9	
27.	Tych Dental Supplies	9	
28.	Beacon Dental Supply Co., Inc. (Approved and Bernstein)	6	
29.	City Dental Supply Co.	6	
30. *	Kent Dental Supply Co. (Ark Dental)	5	
31.	Irving Penchuk	3	
32.	Henry Schein, Inc.	2	
33.	Jack Marsh Dental Supply Corp.	1	
	TOTAL	$9,514	

*Mail Order Houses Located Outside Metropolitan New York.

4/16

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

GX 41

ANALYSIS OF GEOGRAPHIC AREAS SERVED BY METROPOLITAN NEW YORK DENTAL DEALERS WITH 1968 SALES IN EXCESS OF $1 MILLION

DEALER	LOCATION OF OUTLETS	FIVE BOROUGHS N.Y.C.	ROCKLAND WESTCHESTER COUNTIES	NASSAU, SUFFOLK COUNTIES, N.Y.	BERGEN, ESSEX HUDSON, PASSAIC UNION COUNTIES, N.J.	MORRIS SOMERSET MIDDLESEX COUNTIES, N.J.	PERCENTAGE OF SALES OUTSIDE METROPOLITAN NEW YORK
Central	Hempstead, L.I., N.Y.	X		X			0
Certified	Bronx, N.Y.	X	X	X	X		0
Dental Equipment Specialists	New York, N.Y.	X	X	X	X		1
General Dental	New York, N.Y.	X	X	X	X		1
Guterman Dental	New York, N.Y.	X	X	X	X		0
Hebard Dental - Hebard Metro	North White Plains Syosset, L.I., N.Y.	X	X	X	X	X	19.6
Litton	Bloomfield, N.J.				X	X	0
Mycone	New York, N.Y.	X	X	X	X	X	6
S.S. White	Brooklyn, Bronx, New York, N.Y. Mountainside, N.J.	X	X	X	X	X	10.3
Sechter	Hackensack, N.J. New York, N.Y.	X	X	X	X	X	0.2
Walter	Formerly New York, N.Y. Presently Hackensack, N.J.	X	X	X	X		0

Total Metropolitan New York Sales of Dental Products by above Dealers - $21,719,000
Representing 69.4% of Sales by All Dealers

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U. S. DIST. COURT
E.D. OF N. Y.

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1968 SALES OF DENTAL PRODUCTS BY DENTAL DEALERS
BY CLASSES OF ULTIMATE CONSUMERS

COMPANY	TOTAL SALES (in thousands)	DENTISTS	DENTAL LABORATORIES	INSTITUTIONS & GOVERNMENT AGENCIES
Guterman Dental Supply Co., Inc.	$2,600	2,132	260	208
General Dental	2,581	1,939	451	191
Walter Dental Supply, Inc.	2,191	1,725	110	356
Central Dental Supply Corp.	2,035	1,754	275	5
S.S. White - New York	1,830	722	984	124
Sechter Dental Products	1,763	1,473	14	276
Hebard-Metro	1,750	1,667	9	74
Mycone Dental Supply Co., Inc.	1,282	26	1,256	0
Litton Dental Products	1,198	930	268	0
Dental Equipment Specialists, Inc. & Kings County Dental Co., Inc.	1,172	964	0	208
S.S. White Division (Pennwalt Corp.) Newark	1,129	835	282	1
Hebard Dental	1,115	1,059	18	39
Certified Dental Supply Co., Inc.	1,073	1,073	0	0
Commonwealth Dental Supply Co.	774	(no breakdown available)		

COMPANY	TOTAL SALES (in thousands)	DENTISTS	DENTAL LABORATORIES	INSTITUTIONS & GOVERNMENT AGENCIES
Abe Bass, Inc.	$ 694	606	74	14
Durable Dental Supplies	500	500	0	0
J.T. Ellin Co.	415	410	0	5
Rubinstein Dental Equipment Corp.	413	392	12	8
Irving Chodos Dental Supplies, Inc.	400	300	20	80
Schmidt Dental Supply, Inc.	376	345	31	0
Ethical Dental Supplies, Inc.	334	270	64	0
Beacon Dental Supply Co., Inc. (Approved and Bernstein)	307	207	45 (no breakdown for Bernstein)	4
Climax Dental Supply Co.	297	0	297	0
U.S. Dental Depot	289	260	29	0
Zahn Dental Co., Inc.	279	103	175	1
A. Leventhal & Sons, Inc.	277	235	14	28
Becker-Parkin Dental Supply Co., Inc.	275	260	14	1
City Dental Supply Co.	250	0	0	250
Newark Dental Supply Co.	248	236	5	8
Hudson Dental Supplies, Inc.	223	223	0	0

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COMPANY	TOTAL SALES (in thousands)	DENTISTS	DENTAL LABORATORIES	INSTITUTIONS & GOVERNMENT AGENCIES
Victor Dental Depot	$ 223	202	9	13
N.N. Rosenfeld, Inc.	209	209	0	0
Westchester Dental Depot, Inc.	201	199	1	1
National Dental Supply Co. of N.Y.	200	200	0	0
Claude Sachau & Sons	200	200	0	0
William Cohen Dental Supplies Inc.	191	0	191	0
Mayer Dental Suppl Co., Inc.	161	(no breakdown available; sales predominantly to dentists, some to labs)		
Irving Penchuk	161	160	1	0
Alvy Dental Supply Co.	153	3	148	2
*The Veratex Corporation	144	140	0	4
Harry Rothchild, Inc.	137	137	0	0
Preferred Dental Supply Co.	134	134	0	0
Henry Schein Inc.	128	128	0	0
Jack Marsh Dental Supply Corp.	118	118	0	0
Darby Dental Supply Co.	100	100	0	0
Affiliated Dental Supply Co.	99	2	95	2

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COMPANY	TOTAL SALES (in thousands)	DENTISTS	DENTAL LABORATORIES	INSTITUTIONS & GOVERNMENT AGENCIES
Freud Dental Supply Co.	$ 78	78	0	0
Takce Dental Supplies	73	73	0	0
Mutual Dentists Supply Co. (out of business December 1969)	70	(no breakdown available)		
Progressive Dental Supply Co.,Inc.	68	20	48	1
Nesbit Dental Products (out of business May 1970)	66	(no breakdown available; sales predominantly to dentists; some to labs)		
Economy Dental Supply Co.	63	63	0	0
Morris Dental Supply	60	60	0	0
Rabinowicz Dental Supplies Inc.	40	38	2	0
Tych Dental Supplies	38	38	0	0
Triboro Dental Supply Co.	28	28	0	0
M & M Dental Supply Co., Inc.	24	18	6	0
Arista Surgical Co.	18	18	0	0
Titan Dental Products, Inc.	12	1	11	0

60 e

653 WASHINGTON AVE BROOKLYN NY 11238

COMPANY	TOTAL SALES (in thousands)	DENTISTS	LABORATORIES	INSTITUTIONS & GOVERNMENT AGENCIES
*Rochester X-Ray Products Inc.	$ 12	12	0	0
*Silverman Dental Co.	11	11	0	0
*Kent Dental Supply Co. (Ark Dental)	10	10	0	0
Vernick Dental Co. (out of business January 1969)	4	(no breakdown available)		
Hardy's Surgical Supply Co.	1	1	0	0
TOTALS	31,305	23,047	5,219	1,904

* Mail Order Houses Located Outside Metropolitan New York

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U.S. DIST. COURT
S.D. OF N.Y.

The following table represents the consolidated sales and market shares of SS White/New York, General, Sechter, Hebard-Metro and Hebard Dental prior to their acquisitions and of Healthco subsequent to the acquisitions:

	1968 Sales	%	1969 Sales	%	1970 Sales	%
Dental Products	$ 9,239,000	29.5	$ 9,847,000	29.9	$ 9,559,000	30.3
Dental Sundries	4,282,000	23.5	4,923,000	25.2	4,873,000	25.4
Dental Equipment	3,703,000	38.8	3,799,000	36.7	3,667,000	38.5

The following table sets forth the dollar volume sales and market shares of the four leading dental dealers making sales in Metropolitan New York:

	1968 Sales	%	1969 Sales	%	1970 Sales	%
Dental Products	$ 9,407,000	30.0	$ 16,584,000	50.4	$15,582,000	49.3
Dental Sundries	4,999,000	27.5	8,820,000	45.1	8,311,000	43.2
Dental Equipment	3,837,000	40.3	6,236,000	60.3	6,155,000	64.7

The following table sets forth the dollar volume sales and market shares of the eight leading dental dealers making sales in Metropolitan New York:

	1968 Sales	%	1969 Sales	%	1970 Sales	%
Dental Products	$ 16,032	51.2	$ 22,122	67.2	$20,381	64.5
Dental Sundries	8,308	45.7	11,854	60.6	11,186	58.2
Dental Equipment	6,295	66.0	8,355	80.7	7,826	82.3

The following table sets forth the dollar volume sales and market shares of the ten leading dental dealers making sales in Metropolitan New York:

	1968 Sales	%	1969 Sales	%	1970 Sales	%
Dental Products	$ 18,402,000	58.8	$ 23,963,000	72.8	$21,885,000	69.3
Dental Sundries	9,573,000	52.6	12,849,000	65.6	12,123,000	63.1
Dental Equipment	7,189,000	75.5	8,962,000	86.6	8,326,000	87.5

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

GX 44

Name and address of company [illegible]

[illegible]

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES (NO)

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2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	5%	5%	5%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	95	95	95

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 13,104.10	$ 17,406.13	$ 21,042.01
b. dental laboratories	[illegible]	[illegible]	[illegible]
c. institutions (including hospitals and dental schools) and	[illegible]	[illegible]	[illegible]
d. government agencies			

Dated: Aug 5, 1972 ~~1972~~ SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[signature]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company AMERICAN GOLD CO.
461 - 8TH AVE. NEW YORK N.Y. 10001

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) NO

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	NOT APPLICABLE		

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories	NOT APPLICABLE		
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: 6/9 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Marshall Rubin
MARSHALL RUBIN PRES

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

Name and address of company AMERICANA X-RAY CO
568 Grand Ave Englewood N.J. 07631

3

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, (x-ray) (machines) sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

---

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	15 %	15 %	10 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	5	5	5

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 5000	$ 5000	$ 5000
b. dental laboratories	—	—	—
c. institutions (including hospitals and dental schools) and	—	—	—
d. government agencies	—	—	—

Dated: 9-24-73 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Victor Payne Mgr.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

168-1020

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company BAR-RAY PROD INC

209 25 St BKLYN NY 11232

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

X-RAY SHIELDING

X-RAY DARK ROOM ACCESSORIES

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	95 %	95 %	95 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	5	5	5

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories	WE DO NOT BREAK		
c. institutions (including hospitals and dental schools) and	DOWN OUR SALES IN		
d. government agencies	THIS FASHION		

direct sales estimated under $5000 per year Ray C Lyff PRES

Dated: 5/24/ 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

LAW OFFICES

NATISS & ROGERS

500 OLD COUNTRY ROAD

GARDEN CITY, NEW YORK 11530

MARVIN NATISS
PHILIP ROGERS
HENRY F. SAWITS

(516) 747 2600

June 19, 1972

DEPT. OF JUSTICE
ANTITRUST DIVISION
JUN 20 1972
NEW YORK OFFICE
FILE

Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, NY 10007

Att: John Sirignano, Jr., Esq.

In connection with your May 15 letter addressed to Belvac Dental Products, Inc., please be advised that our client, Belvac, is in competition with numerous companies that manufacture and sell similar products which have greater financial and technical resources than our client; and Belvac is an insignificant factor in the dental and medical products industry.

If you still require, our client is in the process of compiling financial data in connection with your questionnaire, which we will try to have completed as quickly as possible.

Very truly yours,

NATISS & ROGERS

By: Marvin Natiss

MN/raf

RE: U. S. v. HEALTHCARE CORP., 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company B. L. DENTAL CO, INC

6

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; (YES) NO

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

DISPOSABLE SALIVA EJECTORS DENTAL XRAY FILMS

DENTAL DIAMOND INSTRUMENTS LAQUERS DENTAL ACRYLICS ETC

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	70 %	70 %	70 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	30 %	30 %	30 %

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$5000.-	$ 5000.-	$ 5000.-
b. dental laboratories	25000.-	20000.-	15000.00
c. institutions (including hospitals and dental schools) and	1000.00	1000.00	----
d. government agencies	-----	----	----

Dated: May 10, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Martin Simon, V-P

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALT. .RE CORP. 70 CIV. 1312 ELP (SDI † REPLY FORM

Name and address of company Cameron-Miller Surgical Instruments Company

7 329 South Wood St., Chicago, Ill. 60612

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

Electrosurgical units; Fiber optic illuminators

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	0 %	0 %	0 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100	100	100

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 17,000	$ 18,000	$ 25,000
b. dental laboratories	0	0	0
c. institutions (including hospitals and dental schools) and	500	500	750
d. government agencies	500	500	750

Dated: May 15, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

John W. Martin President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - 'LY FORM

Name and address of company [illegible] Long Island City, New York

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	15 %	12 %	[illegible] %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	85%	[illegible]	[illegible]%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 12,000	$ 16,000	$ 20,000
b. dental laboratories	96,000	120,000	150,000
c. institutions (including hospitals and dental schools) and	8,000	11,000	14,000
d. government agencies	10,000	13,000	16,000

Dated: Feb 24, 1973 ~~1972~~

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[signature] Vice-President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

9

Name and address of company COLLINS BUELER CO., INC.

578 GATES AVENUE BROOKLYN N Y 11205

1. State which of the following dental products or services your company sells - circle appropriate answer.

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

*Wax manufacturers - Wax sales are about 5% of our sales everywhere and about 80% in the Metropolitan Area

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers? (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information-approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	56 %	61 %	60 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	44	39	40

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$200.	$ 200.	$ 200.
b.	dental laboratories	38, 0.	28,100.	26,400.
c.	institutions (including hospitals and dental schools) and	100.	100.	100.
d.	government agencies	0	0	0

Dated: JUNE 1 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Robert Fleming Treas.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP, 70 CIV. 1312 ELP (SL..t) - REPLY FORM

Name and address of company COSMOS DENTAL PRODUCTS, INC.

10 320 Washington St., Mt Vernon, N.Y. 10553

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES	NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES	NO
c.	artificial teeth;	YES	NO
d.	dental precious metals;	YES	NO
e.	service and repair of dental equipment, and	YES	NO
f.	other products (please specify)	YES	NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

No

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	%	%	%
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: June 8 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Vice President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company DENTAL DEVELOPMENT (DEDECO)
653 WASHINGTON AVE BROOKLYN NY 11238

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); ABRASIVES YES (NO) YES

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	99.72%	99.75%	99.78%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	.28	.25	.22

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0.00	$ 0.00	$ 0.00
b. dental laboratories	1,000.00	1000.00	1000.00
c. institutions (~~including hospitals and dental schools~~) and GOVT AGENCIES	(500.00	(1000.00	(1000.00
d. government agencies			

Dated: May 18 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY, - REPLY FORM

Name and address of company Dent Chem Co

12 Does no longer exist

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment) etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	77 %	60 %	70
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	23 %	40%	30%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories	3000.00	7000.00	2700.00
c. institutions (including hospitals and dental schools) and	This company went out of business in Oct. 1970		
d. government agencies			

Dated: 10/5/ 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

(Illegible)

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

19

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY, REPLY FORM

Name and address of company DENTORIUM PRODUCTS Co., Inc.

13

3 East 17 Street - New York, N.Y., 10003.

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES XX

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES XX

c. artificial teeth; YES XX

d. dental precious metals; XXX NO

e. service and repair of dental equipment, and XXX NO

f. other products (please specify) YES XX

Denture and Bridge Acrylics.

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	6.5 %	10.5 %	7 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	93.5	89.5	93

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$18.000	$14.000	$ 14.500
b. dental laboratories	317.600	233.100	255.100
c. institutions (including hospitals and dental schools) and	----	-----	-----
d. government agencies	----	-----	-----

Dated: June the 6th 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Louis Dorfman President.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

CABLE ADDRESS: DENTOPRO.

Dentorium Products Co., Inc.

DENTOR'UM BUILDING ▫ 3 EAST 17th STREET ▫ NEW YORK, N.Y. 10003 ▫ Tel. (212) 691-6464

June the 6th, 1972

U.S. Department of Justice
Antitrust Division Room:3630
26 Federal Plaza
New York, N.Y., 10007.

Your Ref: JS:jb 60-190-037-2

Dear Sirs:

In reply to your letter dated May 9, 1972 as per above reference you will find enclosed and completed the questionaire requested.

For the purpose of clarification we wish to make the following observations:

1) We are not manufacturers but dealers and importers.

2) All data submitted is approximate to the best of our ability.

3) Our fiscal year runs from March the 1st to February the 28th, therefore
the data for 1968 represents sales from March 1, 1968 to February 1969 - (2/28)
" " " 1969 " " " " 1, 1969 " " 1970 - (2/28)
" " " 1970 " " " " 1, 1970 " " 1971 - (2/28)

4) Sales To: KNICKERBOCKER LABORATORIES of New York City, operating the New York School of Mechanical Dentistry was not considered as sales to Dental Schools. But if you wish to consider it as such it could be calculated at 1% per year as average.

We trust you will find everything satisfactory and are.

Yours very truly,

DENTORIUM PRODUCTS Co., Inc.

Louis Goldberger, President.

LG:g

Encl.

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RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company DURALLIUM DIVISION, J. F. JELENKO & CO.

809 W. Washington Blvd., Chicago, Illinois 60607

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1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	0 %	0 %	0 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100	100	100

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0	$ 0	$ 500.00
b. dental laboratories	2,345.84	1,774.31	1,378.3
c. institutions (including hospitals and dental schools) and	0	0	0
d. government agencies	0	0	0

Dated: June 15, 1972 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

General Manager
John J. Rohan

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company ELLMAN DENTAL

15 Mfg Co Inc. 558 Willow Ave Cedarhurst 11516 NY

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	75 %	75 %	75 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	25	25	25

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 40,000	$ 50,000	$ 60,000
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 22 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Irving Ellman V. P.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

16 Name and address of company [illegible]

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	38 %	70 %	89 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	12	17	11

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0	$ 0	$ 0
b. dental laboratories	0	0	0
c. institutions (including hospitals and dental schools) and	[illegible]	15716.82	16069.17
d. government agencies	4671.50	22131.89	44727

Dated: 5/11/ 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

John L. [illegible]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

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RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

17 Name and address of company Engelhard Minerals & Chemicals Corporation
Dental Department of Engelhard Industries Div.
430 Mountain Avenue, Murray Hill, New Jersey 07974

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

furnaces, furnace parts, impression trays, orthodontic instruments and dispensers

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers . . . :	86 %	82 %	86 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	14	18	14

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$11,580	$15,944	$13,008
b. dental laboratories	123,124	106,154	77,935
c. institutions (including hospitals and dental schools) and	7,537	7,621	7,239
d. government agencies	113	434	446
e. dealers	889,271	588,061	597,642

Dated: June 12 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RC Faciane - Dental Dept Mgr

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY, - REPLY FORM

Name and address of company Flexiplast, Incorporated

18 1010 McDonald Avenue, Brooklyn, New York 11230

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) Dental Plastics (YES) NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

Estimated Figures	1968	1969	1970
a. dental dealers and wholesalers	70 %	70 %	70 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	30	30	30

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

Estimated Figures	1968	1969	1970
a. dentists	$ None	$ None	$ None
b. dental laboratories	10000.	10000.	10000.
c. institutions (including hospitals and dental schools) and	NONE	None	None
d. government agencies	None	None	None

Dated: May 18, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Ingrid Blum, Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 FLP (SDNY) REPLY FORM

19 Name and address of company The Foredom Electric Company

Rte. 6, Bethel, Connecticut 06801

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	Impossible to calculate exactly. Majority of unit sales to dental labs.		

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories	Impossible to calculate exactly. Majority of unit sales to dental labs.		
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: 11/8/72 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

R. James Marketing Manager

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

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RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company FOREDOM ELECTRIC Co.
BETHEL CT. 06801

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) YES (NO)

none

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	90 %	90 %	90 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	10	10	10

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists b. dental laboratories	$ 300.	$ 200.	$ 200.
c. institutions (including hospitals and dental schools) and	<$100.	<$100.	<$100.
d. government agencies	0	0	0

Dated: Sept 26 1973

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Jack L. Spangler Vice Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

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50 YEARS SERVICE QUALITY

THE FOREDOM ELECTRIC COMPANY

BETHEL, CONNECTICUT 06801 TELEPHONE: 203 [illegible]

September 26, 1973

Edwin Weiss, Esq.
Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Dear Mr. Weiss:

I have completed the form you sent on September 21.

We have reviewed carefully our "dental" sales in the geographic area specified.

Sales of dental equipment are a very small part of our total business. Sales directly to ultimate consumers are an even smaller part of the total. Therefore, we have not tried to be more accurate than estimating to the nearest $100.

We hope this fulfills your needs.

Very truly yours,

Jack L. Spangler
Vice President, Marketing

/efm

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...ment agencies ... AND TITLE OF ...

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company Filtrol Corp Inc

20 11208 Cornell Ave. East Hartford, Conn 06108

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES	NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	(YES)	NO
c.	artificial teeth;	YES	NO
d.	dental precious metals;	YES	NO
e.	service and repair of dental equipment, and	YES	NO
f.	other products (please specify)	YES	NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
(a)	dental dealers and wholesalers	5 %	5 %	5 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories	We do not sell		
c.	institutions (including hospitals and dental schools) and	direct to dentist in		
d.	government agencies	any part of the country		

only to wholesalers.

Dated: June 8 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Adele C. Falck Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN.Y.) - REPLY FORM

Name and address of company GRAHAM CHEMICAL CORP.

129-21 Merrick Blvd., Jamaica, N.Y. 11434

21

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	(YES) NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) No

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	%	%	%
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: May 15, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Eugene L. Marcelle President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN. - REPLY FORM

Name and address of company Jersey Tru Corp' Dent.

22 191 Bruce St Newark NJ.

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	(YES) NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	(YES) NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) NJS

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	67 %	67 %	67 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	33	33	33

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 10000	$ 10000	$ 10000
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: Oct 4 1973

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Edward Lucchetti

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN - REPLY FORM

Name and address of company HANDLER MFG. CO, INC.

23 612 NORTH AVENUE, EAST - WESTFIELD, NEW JERSEY 07090

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	99. %	99. %	99. %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	01.	01.	01.

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ -0-	$ -0-	$ -0-
b.	dental laboratories	-0-	-0-	-0-
c.	institutions (including hospitals and dental schools) and	500.00	500.00	500.00
d.	government agencies	500.00	500.00	500.00

Dated: May 16, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

G. A. LeDonney / Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV 1312 ELP (SDNY) REPLY FORM

Name and address of company BARRIS PRODUCTS CO., INC.
76 Stone Street
Brooklyn, N. Y. 11206

24

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) (YES) NO

PLASTIC RETAINERS FOR FALSE TEETH

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) NO

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: 22 May 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Arthur Harris, Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company _____

25

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	95 %	%	95 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	5		5

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: May 25 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company HOMEDICA, INC. - DENTAL DIVISION

26

5101 S. Keeler Ave., Chicago, Illinois 60632

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; (YES) NO

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) (YES) NO

Prosthetic devices manufactured in Dental Lab .

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
*	a. dental dealers and wholesalers	4.5 %	4.5 %	4.9 %
	b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	95.5	95.5	95.1

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

(Dollars in Thousands)	1968	1969	1970
a. dentists	$ 173	$ 192	$ 168
b. dental laboratories	330	369	382
c. institutions (including hospitals and dental schools) and	23	28	23
d. government agencies	7	9	7
	$ 533	$ 598	$ 580

Dated: 6-6-72 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

M. E. Bueche Controller

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

* See letter explaining this classification of customer.

Howmedica, Inc.

AUSTENAL PRODUCTS
5101 SOUTH KEELER AVENUE
CHICAGO ILLINOIS 60632
TEL (312) 735 0600

June 6, 1972

Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Re: JS-AM
60-100-037-2

Gentlemen:

Attached form filled out as per request in your letter of May 23, 1972.

Initial letter received indicated our company name as "Luxene (Austenal Lab.)". We are now known as the Howmedica Corporation Dental Division. "Austenal & Luxene" are however utilized in our dental operations as trade names.

Prior to May 25, 1970 our Howmedica, Inc. dental business was known as the Howmet Corp. We were spun-off from the Howmet Corporation as of May 26, 1970 and became a separate legal entity known as Howmedica, Inc.

Howmedica, Inc. also owns (100%) a Dental subsidiary known as the Omnidental Corporation. Bulk of sales for this corporation are made to the Buffalo Dental Supply Co., Brooklyn, New York. We are indicating below the sales for the years 1968 through 1970 inclusive:

1968	$ 195,327
1969	158,180
1970	213,958

If there are any further questions, you may call the undersigned at (312) 735-0600.

Sincerely yours,

M. E. Bueche, Controller
Dental Division

MEB:fg
Enc.

AUSTENAL PRODUCTS
IN NEW YORK 3 WEST 61ST STREET NEW YORK N Y 10023 TEL (212) 581-3900

77

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN.) REPLY FORM

Name and address of company IMPLANT RESEARCH CORPORATION

27 4613 WESTFIELD AVENUE, PENNSAUKEN, NEW JERSEY 08110

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

DENTAL IMPLANTS AND ACCESSORIES

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	1/2 %	1/4 %	1/4 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	99 1/2	99 3/4	99 3/4

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$7985.59	$16308.48	$18,084.28
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and	------	1,000.00	1,100.00
d.	government agencies	------	-------	100.00

Dated: July 5 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

L. Greenel - Purchasing Agent

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company Interstate Dental Co. Inc.

28

1. Approximate percentage of company's total sales represented by:

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) 10 %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) %; c) artificial teeth %; d) dental precious metals %; and e) service and repair of dental equipment %.

2. Total company's sales of above listed products: 1968 - $ [illegible]; 1969 - $ 50,436 ; and 1970 - $ [illegible].

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories	$	$	$
c.	institutions and government agencies	$	$	$
d.	others Wholesale	$ Dentists Only	$	$

4. Company sales by geographic area in 1968, 1969 and 1970:

a. the five boroughs of New York City: $ [illegible]

b. Rockland and Westchester Counties (N.Y.): $

c. Nassau and Suffolk Counties (N.Y.): $

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $

e. Morris, Somerset and Middlesex Counties (N.J.): $

5. Description of other geographic areas in which company sells:

Throughout US & Canada

Company sales in such other areas in 1968 - $;

1969 - $; and 1970 - $.

Dated: Feb 15, 1971 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Robert Strauss Jr.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

11

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

29

*Name and address of company Knickerbocker Plaster Co. Inc.

522 East 36th St., N.Y. 10016

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

Dental Plaster, Dental Stone, and Pumice. We are not a manfacturer but a distributor. We sell wholesale and retail. From our sales figures you can see that we are not a factor in this business.

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	1/2 %	1/2 %	1/2 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	9~~8~~.5	9~~8~~.5	9~~8~~.5

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 400.	$ 400.00	$ 400.00
b. dental laboratories	$10,000.00	10,000.00	same
c. institutions (including hospitals and dental schools) and	1,500.00	1,500.00	same
d. government agencies	75.00	75.00	same

Dated: May 15, 1972 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

E Koller VP.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

100

REPLY FORM - RE: U.S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY)

30

Name and address of company LEFF DENTAL GOLDS INC.
70-17 51 AVE WOODSIDE N.Y. 11377

1. State whether or not your company sells any of the following products or services (circle appropriate answer):

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.); YES X NO

b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO X

c) artificial teeth; YES NO X

d) dental precious metals; and YES X NO

e) service and repair of dental equipment. YES NO X

2. Your total company sales made directly to each of the following classes of customers located in Metropolitan New York area - comprising the City of New York, Rockland, Westchester, Nassau and Suffolk Counties in the State of New York, and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex. If exact dollar figures are not available, approximations so stated will be acceptable.

	1968	1969	1970
a) dentists	$ 150,000	$ 150,000	$ 150,000
b) dental laboratories	$ 650,000	$ 650,000	$ 650,000
c) institutions and government agencies	$ 50,000	$ 50,000	$ 50,000

Dated August 22 1971 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Charles P. Stromingen V.P.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

Canary Copy For Your File, Send Remainder Set INIACI With Carbons To Person Addressed.

RECIPIENT —

Write Reply At Bottom, Keep The White Copy Return The Pink

31

DEPARTMENT OF JUSTICE
ANTITRUST DIVISION
ROOM 36 30
26 FEDERAL PLAZA
N.Y. N.Y. 10007

LENCO, INC.
PHONE 314-243-3141
319 W. MAIN ST.
JACKSON, MO. 63755

SUBJECT

DATE JUNE 14, 1972

Reply Message

MESSAGE

WE DO NOT MANUFACTURE DENTAL PRODUCTS OF ANY KIND.

THEREFORE, WE FEEL THAT YOU MUST HAVE OUR COMPANY CONFUSED WITH ANOTHER.

REPLY

SIGNED W.K. PRILL

DATE

SIGNED

REC

10

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company MEDICAL BASES, INC.

32 1088 UTICA AVENUE, BROOKLYN, N.Y. 11203

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) MEDICINE BALL & GASES YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	6 %	6 %	6 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	94%	94%	94%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 96000.	$ 114000.	$ 117000.
b. dental laboratories	—	—	—
c. institutions (including hospitals and dental schools) and	14000	18000	20000.
d. government agencies	44000.	57000.	59000.

Dated: JUNE 19 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

x [signature]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

MEDIDENTA

February 3, 1971

DEPT. OF JUSTICE
ANTITRUST DIVISION
FEB 5 1971
NEW YORK AREA
FILE

Department of Justice
Antitrust Division
Room 6100
[illegible] Plaza
New York, N. Y. 10017

Ref: JD:mb
60-122-027-2

Gentlemen:

With reference to your request, we send you enclosed the filled-out form.

Please note that we are importers of dental specialties and our figures are not applicable to this suit since we do not handle the following items:

a. Dental equipment (dental chairs, units, x-ray machines, sterilizers, lights, cabinets, etc.)

b. dental sundries (anesthetics, nonprecious metals, dental precious metals, no service and repair of dental equipment is rendered .

Our business is conducted at exhibitions and we sell more than 30% to dealers outside of New York State and New Jersey.

Yours very truly,

MEDIDENTA Corp.

(Frederic Denton)

FD/lmm.
ENCL: Dental Dealers Reply Form. RE:U.S. v. Healthcare Corp.

MEDIDENTA DENTAL SUPPLY CORP., (IMPORT & WHOLESALE) 40-28 58TH STREET, WOODSIDE, NEW YORK, 11377 TEL: (212) 672-4670-71

FREEMAN REPT

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company MEDIDENTA Corp.
40-28 58th St, Woodside, L.I. 11377

1. Approximate percentage of company's total sales represented by:
a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) %;
c) artificial teeth %; d) dental precious metals %; and e) service and repair of dental equipment %.

2. Total company's sales of above listed products: 1968 - $ 75,200 ;
1969 - $ 79000 ; and 1970 - $ 97000 .

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$ 75,200	$ 79,000	$ 97,000
b.	dental laboratories	$ -	$ -	$ -
c.	institutions and government agencies	$ -	$ -	$ -
d.	others	$ -	$ -	$ -

4. Company sales by geographic area in 1968, 1969 and 1970:
a. the five boroughs of New York City: $ 4,000 $ 6,000 $ 10,000
b. Rockland and Westchester Counties (N.Y.): $ 1,000 $ 1,200 $ 1,500
c. Nassau and Suffolk Counties (N.Y.): $ 1300 $ 1,300 $ 1,800
d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $ 700 $ 1000 $ 1100
e. Morris, Somerset and Middlesex Counties (N.J.): $ 1,000 $ 1,100 $ 1,400

5. Description of other geographic areas in which company sells:
OUR SPECIALIZED PRODUCTS ARE NATIONWIDE SOLD
Company sales in such other areas in 1968 - $ 67,200 ;
1969 - $ 68,200 ; and 1970 - $ 81,200 .

Dated: February 3, 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Ned Gantwerk Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

MILTEX INSTRUMENT COMPANY
DIVISION OF [illegible]
300 PARK AVENUE SOUTH NEW YORK, N.Y.
(212) 777-0620 CABLE "MILTENBERG" NEW YORK

SURGICAL AND DENTAL INSTRUMENTS

34

Mar. 18th, 1971

Dept. of Justice
Antitrust Div.
26 Federal Plaza
New York, N. Y.

Attn; Mr. John Sirignano, Jr.

Re: Your #JS:ms - 60-140-037-2

DEPT. OF JUSTICE
ANTITRUST DIVISION
REC'D MAR 19 1971
NEW YORK OFFICE
FILE

United States v. Healthcare Corp.
(70 Civ. 1912 E.L.P.)

Gentlemen:

As per our telephone conversation of today, we did not return your questionnaire regarding the above matter, because we are not a dental dealer, but an importer of Dental Instruments.

We sell to the dealers throughout the United States. We do not sell directly to Dentists or Laboratories.

We regret that we cannot be of more help to you.

We are herewith returning the abovementioned form.

Very truly yours,

MILTEX INSTRUMENT COMPANY

Saul R. Kleinkramer
Vice-President

SRK:fm
Enc.

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

35

Name and address of company MISDOM-[illegible] CORP.
~~860 BROADWAY~~
NEW YORK, N.Y. 10003

1. Approximate percentage of company's total sales represented by: a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) %; c) artificial teeth %; d) dental precious metals %; and e) service and repair of dental equipment %.

2. Total company's sales of above listed products: 1968 - $; 1969 - $; and 1970 - $.

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories	$	$	$
c.	institutions and government agencies	$	$	$
d.	others	$	$	$

4. Company sales by geographic area in 1968, 1969 and 1970:

a. the five boroughs of New York City: $

b. Rockland and Westchester Counties (N.Y.): $

c. Nassau and Suffolk Counties (N.Y.): $

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $

e. Morris, Somerset and Middlesex Counties (N.J.): $

5. Description of other geographic areas in which company sells:

Company sales in such other areas in 1968 - $; 1969 - $; and 1970 - $.

Dated: FEB 3 1971, 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

William Helfer V P

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

William Helfer

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Kenson Manufacturing Company

36 (Division of Myerson Tooth Corporation)

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; (YES) NO

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100	100	100

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$ 492	$ 586
b. dental laboratories	$15,000*	$19,873	$13,674
c. institutions (including hospitals and dental schools) and			
d. government agencies			

* estimated

Dated: May 15 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Albert J. Myerson, President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

Myerson Tooth Corporation

66-90 HAMILTON STREET, CAMBRIDGE

DEPT. OF JUSTICE
ANTITRUST DIVISION
RECD MAY 22
NEW YORK
FILE

May 18, 1972

Mr. John Sirignano, Jr.
Department of Justice
Antitrust Division, Room 3630
26 Federal Plaza
New York, New York 10007

Re: JS:jb, 60-190-037-2

Dear Sir:

This is in reply to your letter of May 9, 1972.

It is correct that we have a particular division which is engaged in making direct sales of dental products to ultimate consumers. This is our Kenson Manufacturing Company, and I assume that the facts you want would relate to this division only. The parent company sells only to dental dealers in the New York area.

We have completed the form requested by you and the information is completed for the Kenson Manufacturing Company. I should point out that, for the year 1968, the figure is an estimate.

Very truly yours,

MYERSON TOOTH CORPORATION

Alvan J. Myerson, Treasurer

AJM:pp

LEADERS OF PROGRESS IN PORCELAIN AND PLASTIC TEETH

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN.) REPLY FORM

Name and address of company National Keystone Products, Co

37 2134 Market Street, Philadelphia, Penna., 19103

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) - - YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	(Fiscal Year)	1968	1969	1970
a.	dental dealers and wholesalers (estimated) -	15 %	18 %	22 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies) (estimated)	20%	22%	17%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 0	$ 0	$ 0
b.	dental laboratories - - (estimated) - -	39,500	25,800	33,000
c.	institutions (including hospitals and dental schools) and	0	0	0
d.	government agencies	0	0	0

Dated: September 26, 1973

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

H.B. LOWENTHAL, Sect'y

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company N.H. LABORATORY FURNITURE

38 270 DUFFY AVE HICKSVILLE NY 11802

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

LABORATORY FURNITURE DESKS CHAIRS CABINETS WORK TABLES & BENCHES

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

YES

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	— %	-- %	— %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	13,000	12,000	11,000

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ —	$ —	$ —
b. dental laboratories	$3,000	5,000	10,000
c. institutions (including hospitals and dental schools) and	10,000	10,000	100,000
d. government agencies	—	—	—

Dated: 3/15/72 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[illegible] VP SALES

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

111

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of comp: NIRANIUM CORP
34-37 [illegible] AT LIC 11106, NY

39

1. State which of the follo[illegible] dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) (YES) NO

Nonmanufacturer acted as dental consultant called merchandise & equipment for practicing clinical dental dentists. Except for consultant fee [illegible]

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	~~20~~ %	~~15~~ %	20 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	15 / 85	15 / 85	80

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0	$ 0	$ 0
b. dental laboratories			about $100,000 - $150,000
c. institutions (including hospitals and dental schools) and			negligible
d. government agencies			negligible

Dated: Sept 24, 1973 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Douglas H. Mahan VP

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company NOBILIUM PROCESSING PRODUCTS CO INC

40 461 8th AVE NEW YORK NY 10001

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

DENTAL LABORATORY SUPPLIES + EQUIP

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	~~0~~ -0- %	— %	— %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	~~100~~ -0-	100	100

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

NOTE: INCORPORATED 11/27/68 AMOUNTS ARE FOR FISCAL YEARS END 6/30

	6/30 1968	6/30 1969	6/30 1970
a. dentists	$	$ 4,000	$ 5,000
b. dental laboratories		80,000	112,000
c. institutions (including hospitals and dental schools) and		1,000	2,000
d. government agencies		1,000	2,000

Dated: 6/9 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Marshall Ruben

MARSHALL RUBEN PRES.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

PARKER, CHAPIN AND FLATTAU
530 FIFTH AVENUE
NEW YORK, N. Y. 10036

TELEPHONE
[illegible]
AREA CODE [illegible]

CABLE ADDRESS
LAWPARK

[illegible] PARKER
[illegible] M. CHAPIN
[illegible] L. FLATTAU
[illegible] RT B. CLOVER
MONROE CHAPIN
EMANUEL R. MEL
IRVING F. BERELSON
IRVING ROSENZWEIG
ALVIN M. STEIN
HERMAN GORDON

JAMES M. JACOBSON
JOHN E. JAY
HERBERT L. ROSEDALE
SEYMOUR LEVINE
MARVIN H. RUCKER
SIMON JACOBSON
DONALD A. LEVIN
ALAN J. FISCHL
MARK ABRAMOWITZ

LEO PILLAR
AMOS ALTER
NORMAN C. BENSLEY
HARVEY M. ECKENARTH
BARRY J. BRETT
STEPHEN B. GILMAN
LEON S. FEL[illegible]
LAARENCE B. FISHER
JOHN W. FLATTAU
KENNETH H. GOLD
[illegible] E. GUTMAN
STEPHEN F. HARVEY
[illegible] L. KAPLAN
FREDRIC A. KLEINER

DAVID A. LEFF
MICHAEL A. LEICHTLING
RICHARD W. LEVITZ
THEODORE J. MALVIN
JORDAN M. NEWMAN
PETER M. PANKEN
ROBERT M. PEARL
BERNARD PERSKY
MICHAEL J. SHEA
DANIEL SIEGMAN
G. MICHAEL THORPE
STEVEN J. VOHL
JOEL M. WOLOSKY
MARTIN ZOLNER

July 10, 1972

John Sirignano, Jr., Esq.
Department of Justice
Antitrust Division
26 Federal Plaza - Room 3630
New York, N.Y. 10007

Re: Your Reference JS:dmv
60-190-037-2

Dear Sir:

Pursuant to your request, I enclose herewith a questionnaire on behalf of American Gold Co. and Nobilium Processing & Products Co., Inc., appropriately completed.

Very truly yours,

John W. Flattau

JWF:LS
Enc's.

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company NOBLE METALS AND ALLOYS CO. Inc

[illegible] ANGELL ROAD

[illegible]

41

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-[illegible] machines, sterilizers, laboratory equipment, etc.), YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable. Reasonable Approximations

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	40%	40%	40%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 2,000	$ 2,000	$ 2,000
b. dental laboratories	35,000	35,000	40,000
c. institutions (including hospitals and dental schools) and	None	None	None
d. government agencies	None	None	None

Dated: MAY 18, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

I D Feinland, Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007 I. D FEINLAND

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company NU-DENT PORCELAIN STUDIO INC.

220 WEST 42 STREET, NEW YORK, NEW YORK

42

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

WE ARE PRIMARILY A DENTAL LABORATORY WORKING FROM PRESCRIPTIONS RECEIVED FROM DENTISTS.

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	1 1/2	1-1/2	1-1/2

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$25,000	$25,000	$25,000
b. dental laboratories	5,000	5,000	5,000
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: JUNE 12, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Jay Silberstein (Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company ORMCO CORPORATION

1332 Lone Hill Rd., Glendora, Ca. 91740

43

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

Orthodontic Supplies and Equipment

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable. Amounts shown are approximate and will tend to be overstated

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	2.9 %	2.9 %	2.9 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	97.1	97.1	97.1

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$200,608	$ 205,665	$ 220,703
b.	dental laboratories	61	63	67
c.	institutions (including hospitals and dental schools) and	9239	9472	10163
d.	government agencies	890	912	979

Dated: May 22 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[signature]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company [illegible]

44

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

Parts (for [illegible])

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) No

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	10 %	10 %	10 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	90 %	90 %	90 %

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 4,000	$ 4,000	$ 6,000
b. dental laboratories	-0-	-0-	-0-
c. institutions (including hospitals and dental schools) and	500	600	750
d. government agencies	225	225	450

Dated: September 24 1973

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

George DeDomenick, President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

ORMONT DRUG & CHEMICAL CO., INC.

SOUTH DEAN ST. · ENGLEWOOD, N. J. 07631 · 201 567 0520 · 212 721 2100

Office of the President

September 24, 1973

Mr. Edwin Weiss
Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Re: EW:hr
60-190-037-2

Dear Mr. Weiss:

In accordance with our telephone conversation I am enclosing the reply form which you furnished with your letter of September 21, 1973.

Please note that the figures furnished are approximate, but were developed after review of our sales figures for the periods indicated.

Very truly yours,

ORMONT DRUG & CHEMICAL CO., INC.

George Goldenberg
President

GG:ea
Attachment

117

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY), REPLY FORM

Name and address of company Pfingst & Company, Inc.

62 Cooper Sq., New York, N.Y. 10003

45

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) NO

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 10, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Plastodent Inc

46

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	95 %	90 %	90 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	✓	✓	✓

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$6000	$5000	$10,000
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 15 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Joseph Dinsky Vice-Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

DENTAL DEALERS REPLY FORM - RE: U.S. v. HEALTHCARE CORP., 70 Civ.1312 ELP(SDNY)

Name and address of company PRECISION [illegible] INC.

47 43 W 61st NEW YORK NY [illegible]3

1. Approximate percentage of company's total sales represented by:

a) dental equipment (dental chairs, dental units, x-ray machines, sterilizers, lights, cabinets, etc.) 0 %; b) dental sundries (non-durable, consumable dental products, filling materials, anesthetics, impression materials, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.) [illegible] %; c) artificial teeth 0 %; d) dental precious metals 0 %; and e) service and repair of dental equipment 0 %.

2. Total company's sales of above listed products: 1968 - $ [illegible]; 1969 - $ 1,111,409; and 1970 - $ [illegible].33

3. Company sales to each of the following classes of customers:

		1968	1969	1970
a.	dentists	$ 6,700	$ 7,450	$ [illegible]
b.	dental laboratories	$ 0	$ 0	$ 0
c.	institutions and government agencies	$ 0	$ 0	$ 0
d.	others (wholesale) Dental Dealers	$1,037,311	$1,139,259	$ [illegible]

4. Company sales by geographic area in 1968, 1969 and 1970:

a. the five boroughs of New York City: $ 400,500 [illegible] [illegible]

b. Rockland and Westchester Counties (N.Y.): $

c. Nassau and Suffolk Counties (N.Y.): $

d. Bergen, Essex, Hudson, Passaic and Union Counties (N.J.): $ [illegible]

e. Morris, Somerset and Middlesex Counties (N.J.): $ 367,000 for 3 years

5. Description of other geographic areas in which company sells:

Outside of New York State and New Jersey [illegible] USA

Company sales in such other areas in 1968 - $ 495,311; 1969 - $ 502,500; and 1970 - $ 564,570.

Dated: 3/12/71 1971

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

David Spector President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10017

DEPARTMENT OF JUSTICE
ANTITRUST DIVISION
ROOM 3630
26 FEDERAL PLAZA
NEW YORK, N. Y. 10007
212-264-0390

IN REPLY
REFER TO
INITIALS AND NUMBER

EW:hr

60-190-037-2

48

September 21, 1973

Mr. Gerald Leibson
Executive Vice President
Prestige Cabinet Corp. of America
500 Central Avenue
Cedarhurst, New York 11516

Dear Mr. Leibson:

In accordance with our telephone conversation I am enclosing another copy of our Reply Form. Your immediate response would be appreciated.

If you have any further questions please call the undersigned at 212-264-9319.

Your cooperation in this matter will be appreciated.

Sincerely yours,

BRUCE B. WILSON
Acting Assistant Attorney General

By Edwin Weiss

EDWIN WEISS
Attorney

Enclosure

Dear Mr Weiss:
As per our telephone conversation of Sept 21 1973,
Please be advised that we only manufacture cabinets
for Heathco as per their specifications.
Sincerely yours
Mrs A Carl

c. institutions (including hospitals and
dental schools) and 119 e

123

RE: U. S. v. HEALTHCARE CORP, 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Professional Equipment Mfg. Corp.

726 Fairfield Ave. Kenilworth, New Jersey 07033

49

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	0 %	10 %	20 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100	90	80

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$80,000	$140,000	$160,000
b. dental laboratories		NONE	
c. institutions (including hospitals and dental schools) and		NONE	
d. government agencies		NONE	

Dated: May 31, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

R. L. P. S.

'N TO: Antitrust Division, United States Department of Justice, 26 Federal Room 3630, New York, New York 10007

EPARTMENT OF JUSTICE

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE $300

Department of Justice
Antitrust Division
Room 3300
26 Fed Plaza
N.Y., N.Y. 10007

RETURN TO SENDER
REASON CHECKED
Unclaimed ___ Refused ___
Addressee unknown ___
Insufficient Address ___
No such street ___ number ___
No such office in state ___
Do not remail in this envelope

Moved Left No Address

POSTAGE AND FEES PAID
DEPARTMENT OF JUSTICE

U.S.MAIL

Professional Equipment Company
156 Katonah Avenue
Katonah, New York 10536

Moved-Left No Address

NO LISTING

MAY 17 1972

MAY 30 1972

121 e

50

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

51

Name and address of company J. R RAND SPECIALTY CO
683A GLEN COVE AVE GLEN HEAD, N.Y. 11545

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	(YES) NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	99 %	98 %	96 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	1 %	2 %	4 %

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 300	$ 600	$ 1100
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: May 19 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Joseph C. Scandura

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company [illegible] DENTAL COMPANY

S2 128-62 - 238 Street, Rosedale, NY 11422

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); ~~YES~~ NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES ~~NO~~

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

Film mounts

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	92%	91%	95%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	8	9	5

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$532.85	$ [illegible]	$304.05
b. dental laboratories	None	None	None
c. institutions (including hospitals and dental schools) and	None	None	None
d. government agencies	None	None	None

Dated: June 2, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[signature]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company [illegible]

[illegible]

53

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	(YES) NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	97 %	[illegible] %	[illegible] %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	3	—	—

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories	42—	-0	— 0
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: June 1 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

[illegible]

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company Rocky Mountain Dental Products Company

P. O. Box 1887, Denver, Colorado 80201

54

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. ORTHODONTIC AND/OR dental dealers and wholesalers	16.3 %	16.3 %	16.3 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	83.7	83.7	83.7

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968 ($000's omitted)	1969	1970
a. ~~dentists~~ ORTHODONTISTS	$ 352	$ 402	$ 378
b. ~~dental~~ ORTHODONTIC laboratories	6	7	7
c. institutions (including hospitals and dental schools) and	17	19	18
d. government agencies	13	15	14

Dated: 5-30 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

A. Ray Thompson
DIRECTOR OF Food And Cos

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

PRODUCTS SYSTEMS AND SERVICES
FOR IMPROVING ORTHODONTIC HEALTH AROUND THE WORLD

May 30, 1972

John Sirignano, Jr.
U. S. Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Dear Mr. Sirignano:

Attached hereto is your form computed in as much detail as is possible.

Several comments are in order regarding our answers as they may pertain to your case:

1. We have answered "No" to all questions under No. 1 because we are not in the Dealer business. Our product line is specifically developed for the Orthodontic market, and our activity with dentists is limited to those who also practice Orthodontics. We do manufacture and sell a variety of small welding and polishing machines, however, these are primarily related to Orthodontic uses.

2. Sales data shown under No. 3 and No. 4 are also related to Orthodontists as opposed to Dentists.

Percentages indicated are 1969 data only, however, we do not feel the percentages for 1968 and 1970 would be significantly different.

Sales dollars reported include all of New York State and New Jersey spread on 1969 ratios. We do not report sales by county.

P.O. BOX 1887 DENVER COLORADO 80201 (303) 292-3570

Please keep this data as confidential as possible, and feel free to contact me if I can be of further service.

Very truly yours,

ROCKY MOUNTAIN DENTAL PRODUCTS COMPANY

N. M. Tompkins
Director of Finance

NMT/vlv

Encl: 1

RE: U. S. v. HEALTHC...E CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Charles F. Schmid Co. Inc.
569 Fifth Avenue
New York N.Y. 10017

55

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) endodontic instruments YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	90 %	88 %	85 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	10	12	15

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 5473.-	$ 7633.-	$ 10,603.-
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 16 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Bertram Schmid, V. P.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Scotch Pacific Corp

56 1130 N. Broadway N. Massapequa, N.Y.

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; (YES NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	— %	— %	— %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100%	100%	100%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
	$	$	$
a. dentists			
b. dental laboratories	72,000	54,143	39,216
c. institutions (including hospitals and dental schools) and			
d. government agencies			

6

Dated: 1/19 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Arlene Schiff Pres

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

Serma Company

Importers of Dental Instruments, Specialties & Equipment

7517 - 20th AVENUE BROOKLYN, N. Y. 11214

Phone: Office 232-0101
Res. 449-3130

Mailing Address
P. O. Box C9
PARKVILLE STATION
Brooklyn, N. Y. 11204

57

3/17/71

DEPARTMENT OF JUSTICE
Antitrust Division
26 Federal Plaza
NEW YORK NY 10007

Your ref: JS;ms - 60-190-037-2

Gemtlemen,

In reply to your letter of March 15th, we wish to say that we cannot fill your form as we are not a dental dealer.

We are wholesellers selling to dental dealers not to dentits.

Consequently, the Healthcare Corp. is not a competitor.

Very Truly Yours,

S. BORCZUK,

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Siemens Corporation Dental Division

186 Wood Avenue South, Iselin, New Jersey 08830

58

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes.

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	Estimated 1968	1969	1970
a. dental dealers and wholesalers	100 %	90 %	5 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	0%	10%	95%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	Estimated 1968	1969	1970
a. dentists	$ -	$ 40,000.-	$ 300,000.-
b. dental laboratories	-	-	-
c. institutions (including hospitals and dental schools) and	-	10,000.-	50,000.-
d. government agencies	-	-	-

Dated: May 19, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

J. G. Napoles, Controller

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

Sirignano BW

SHEARMAN & STERLING

53 WALL STREET

NEW YORK 10005

(212) 483-1000

CABLE "NUMLATUS" TELEX 421295

599 PARK AVENUE
NEW YORK 10022

23 RUE ROYALE
PARIS 8e
265 10 23
"NUMLATUS PARIS"
TELEX 842 65286

286 AVENUE LOUISE
BRUSSELS 5
TEL. 49 80 84
"NUMLATUS BRUXELLES"

May 23, 1972

DEPT. OF JUSTICE
ANTITRUST DIVISION

REC'D MAY 23 1972

NEW YORK OFFICE

FILE

BY HAND

John Sirignano, Jr., Esq.
Attorney
United States Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

United States v. Healthcare Corporation,
70 Civ. 1313 ELP (S.D.N.Y.)
JS: dmv: 60-190-037-2

Dear Mr. Sirignano:

This will acknowledge your referenced letter dealing with the captioned matter, dated May 11, 1972 and addressed to Siemens Manufacturing Company.

Please be advised that the correct name of the addressee of your referenced letter is Siemens Corporation.

The Report Form enclosed with your referenced letter has been completed by J.G. Napoles, Controller of Siemens Corporation, and is returned to you herewith.

Please contact the undersigned in the event that you desire any further information.

Very truly yours,

Thomas A. Dieterich

Thomas A. Dieterich

TAD/cal
Encl.

60 142-027-2

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company [redacted]

[redacted]

59

1. State which of the following dental products or services your company sells - circle appropriate answer:

	a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
✓	b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
	c.	artificial teeth;	YES NO
	d.	dental precious metals;	YES NO
	e.	service and repair of dental equipment, and	YES NO
	f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes - Approximately 5%

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	95 %	95 %	95 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	5 %	5 %	5 %

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 500.	$ 500.	$ 500.
b.	dental laboratories	500.	500.	500.
c.	institutions (including hospitals and dental schools) and	250.	250.	250.
d.	government agencies	250.	250.	250.

Dated: May 26, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Jacob S. Seigman Vice Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company Stern Dental Co. Inc.

60 320 Washington Street, Mt. Vernon, New York 10553

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	99.5 %	99.5%	99.0 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	0.5	0.5	1.0

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 500	$ 500	$ 500
b. dental laboratories	500	500	500
c. institutions (including hospitals and dental schools) and	500	500	500
d. government agencies	500	500	500

Dated: May 11 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

914 668-4300

STERN Dental Co. Inc.

320 WASHINGTON STREET MOUNT VERNON, N. Y. 10553

STERN GOLDS

DISTRIBUTORS OF STERN GOLDS AND PRECISION ATTACHMENTS

May 22, 1972

Department of Justice
Antitrust Division, Room 3630
26 Federal Plaza
New York, New York 10007

Attention: Mr. John Si gnano, Jr.

Gentlemen: Re: JS:jb 60-190-037-2

This is in reply to your letter of May 9 to Precious Metals Research Works, Inc., 59 Kent Street, Brooklyn, New York 11222. Precious Metals Research Works is no longer in existence since it was purchased by The Stern Metals Corporation and has merged with their subsidiary, Stern Dental Co. Inc.

Sincerely yours,

STERN DENTAL CO. INC.

Joseph A. Chandler, Vice President
Administration and Production

JAC:fa

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY), - REPLY FORM

Name and address of company Stratford - Cushion Company
550 Commerce Drive, Yardley, Pa. 19067

61

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

Instruments and Orthodontic Specialties

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	50 %	50 %	50 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	50%	50%	50%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$4000.00	$5000.00	$6000.00
b. dental laboratories	$100.00	$200.00	$300.00
c. institutions (including hospitals and dental schools) and	$400.00	$500.00	$600.00
d. government agencies	$100.00	$150.00	$200.00

Dated: 5/18 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

W. Dillon Wagner, Jr.
Chairman of the Board

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

ATFORD-COOKSON COMPANY

COMMERCE DRIVE. YEAQON. PENNSYLVANIA 19050 (215) 259-8012

May 18, 1972

Mr. John Sirigano, Jr.
Attorney
Department of Justice
Antitrust Division
26 Federal Plaza
Room 3630
New York, New York 10007

Dear Mr. Sirignano:

I am in receipt this date of your letter of May 15th, sent via Certified Mail, with regard to United States vs Healthcare Corporation.

Enclosed herewith is the completed questionaire. Please note that all figures represent the best possible approximations. Please be adavised that a small firm of our size simple does not maintain such data to the reconcilable cent.

If I may assist further, please do not hesitate to contact me.

Very truly yours,

C. Allen Wagner, Jr.
Chairman of the Board

DEPARTMENT OF JUSTICE

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Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
N.Y., N.Y. 10007

CERTIFIED MAIL

RETURN RECEIPT REQUESTED

RETURN TO SENDER

POSTAGE AND FEES PAID
DEPARTMENT OF JUSTICE

U.S. MAIL

Sultan Chemists
360 Summit Avenue
Jersey City, New Jersey 07306

NO RESPONSE
IN JERSEY CITY

138 e

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY), - REPLY FORM

Name and address of company Superba Dental Products, Inc.

P. O. Box 1307, Monrovia, California 91016

63

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES XX

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES XX

c. artificial teeth; YES XXX XXX

d. dental precious metals; XXX NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES XX

Instruments

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: June 1 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

James F. Wheat

James F. Wheat, Assistant Secretary

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

SUPERBA

SUPERBA DENTAL PRODUCTS, INC.

P. O. BOX 1307 • MONROVIA, CALIFORNIA 91016 • (213) 358 4505

June 1, 1972

Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Attention: Mr. John Sirignano, Jr.

Gentlemen:

Re: United States v. Healthcare Corporation

We have received your form transmitted to Superba by your letter dated May 23, 1972, requesting certain information. Enclosed are the answers to questions 1 and 2.

While we always attempt to fully cooperate with the government, under our form of record keeping, questions 3 and 4 are not susceptible to a completely accurate answer no matter how they are approached. Further, any attempt to answer would be a considerable burden because it would require a great expenditure of time and money on our part. For that reason, we hope that our answers to questions 1 and 2 will be adequate for your needs.

Yours truly,

James F. Wheat

James F. Wheat
Assistant Secretary

JFW/hkh

Enclosure

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company A. SZABO Company, Inc.
18 EAST 16 ST N.Y.C 10003

64

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	(YES) NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES. NO.

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968 %	1969 %	1970 %
a.	dental dealers and wholesalers	1/4	1/4	1/4
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	99.75	99.75	99.75

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 5000	$ 5000	$ 5000
b.	dental laboratories	200,000	250,000	300,000
c.	institutions (including hospitals and dental schools) and	200.	200	200
d.	government agencies	C	C	C

Dated: 5/12/ 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Stuart I. Warner, Treas.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

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RE: U. S. v. HEALTHCARE CORP, 70 CIV. 1312 ELP (SDNY. - REPLY FORM

Name and address of company George Daub Products
2824 Kennedy Blvd Jersey City, N. J. 07306

65

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES NO
c.	artificial teeth;	YES NO
d.	dental precious metals;	YES NO
e.	service and repair of dental equipment, and	YES NO
f.	other products (please specify)	YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	%	%	%
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Yes, some of my sales are direct, but because the amount of direct sales are so small that we keep no records as to the percentage or volume to the dealer sold. Basically our sales are thru dealers.

Dated: 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Ticonium, Div. of CMP Industries, Inc.
P. O. Box 350 Albany, New York 12201

66

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	0 %	0 %	0 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	100	100	100

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0	$ 0	$ 0
b. dental laboratories	50,000	50,000	50,000
c. institutions (including hospitals and dental schools) and	5,000	5,000	5,000
d. government agencies	0	0	0

Dated: June 6 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

John E. Stryker
President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN) - REPLY FORM

Name and address of company Union Broach Co., Inc.

36-40 37th Street, Long Island City, New York 1110.

67

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES NO

Root Canal Instruments

Dental Mouth Mirrors

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$52900	$60725	$60300
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 23, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Controller

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

36-40 37th STREET
LONG ISLAND CITY, N. Y. 11101
Tel.: (212) 361-9300
Cable Address: "UBROCHO"

May 23, 1972

Antitrust Division
U.S. Department of Justice
26 Federal Plaza
Room 3630
New York, New York 10007

Reference: U.S. v/ Healthcare Corp.
70 CIV. 1312 FLP (SDNY)

60-190-037-2

Gentlemen:

We wish to advise you that we do not segregate the sales made in the Metropolitan Area from our overall sales figures.

However, we do have records of sales made direct to Dentists in the entire State of New York (taken from Sales Tax Figures). The dollar volume of such sales is shown in item 4a.

Should you require further information, please contact me at (212) 361-9300.

Very truly yours,

UNION BROACH COMPANY, INC.

Benjamin Leen
Controller

BL:ew

Enclosure

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDN. - REPLY FORM

Name and address of company Unitek Corporation, 950 Royal Oaks Drive, Monrovia, California 91016

68

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, ~~xxxxx xxxxxxxx~~, laboratory equipment, etc.); YES XXX

b. dental sundries (non-durable, consumable products - filling and impression materials, ~~xxxxxxxxxx~~, waxes, cements, dental chemicals, ~~xxxxxxxxxxxxxx~~, dental burs, etc.); YES XXX

c. artificial teeth; XXX NO

d. dental precious metals; YES XXX

e. service and repair of dental equipment, and XXX NO

f. other products (please specify) YES XXX

Instruments and orthodontic supplies and materials

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 26, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

James F. Wheat

James F. Wheat, Assistant to the President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

UNITEK
CORPORATION

950 ROYAL OAKS DRIVE, MONROVIA, CALIFORNIA 91016 · TELEPHONE 359-8161

JAMES F. WHEAT
ASSISTANT TO THE PRESIDENT

May 26, 1972

Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Attention: Mr. John Sirignano, Jr.

Gentlemen:

Re: U. S. v. Healthcare Corp.

We have received your form transmitted to Unitek by your letter dated May 11, 1972, requesting certain information. Enclosed are the answers to questions 1 and 2.

While we always attempt to fully cooperate with the government, under our form of record keeping, questions 3 and 4 are not susceptible to a completely accurate answer no matter how they are approached. Further, any attempt to answer would be a considerable burden because it would require a great expenditure of time and money on our part. For that reason, we hope that our answers to questions 1 and 2 will be adequate for your needs.

Yours truly,

James F. Wheat

JFW/hkh

Enclosure

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d. government agencies

RE: U. S. v. HEALTH...RE CORP. 70 CIV. 1312 ELP (SDN... - REPLY FORM

Name and address of company Vernon-Benshoff Company

413 North Pearl Street, Albany, New York 12207

65

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	90 %	90 %	90 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	10	10	10

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 0	$ 0	$ 0
b. dental laboratories	1,000	1,000	1,000
c. institutions (including hospitals and dental schools) and	0	0	0
d. government agencies	0	0	0

Dated: June 6 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

John E. Stryker
President

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCA... CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company VICK CHEMICAL COMPANY

122 East 42nd Street, New York, N.Y. 10017

70

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

FASTEETH,- denture adhesive powder, KLEENITE- denture cleanser, FIXODENT-denture adhesive cream, BENZODENT-analgesic denture ointment, LAVORIS-mouthwash & gargle, NEUTROX-dentifrice and oral rinse

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1967-68 1968	1968-69 1969	1969-70 1970
a. dental dealers and wholesalers	99.4 %	99.0%	99.6 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	0.6	1.0	0.4

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$50,000	$ 58,000	$54,000
b. dental laboratories	-	-	-
c. institutions (including hospitals and dental schools) and	-	-	-
d. government agencies (military)	39,000	106,000	46,000

Dated: May 25, 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Richard J. Fine, Attorney

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RICHARDSON-MERRELL INC.
122 EAST 42ND STREET NEW YORK, NEW YORK 10017
CABLE ADDRESS: CRS NEW YORK

LEGAL DEPARTMENT

June 5, 1972

John Sirignano, Jr., Esq.
Department of Justice
Antitrust Division
25 Federal Plaza -- Room 3630
New York, New York 10007

Dear Mr. Sirignano:

Re: United States v. Healthcare Corporation

Attached is the questionnaire which you sent us on May 11, 1972, for completion in connection with your pretrial proceedings in the above referenced suit. As I explained to you over the telephone on Friday, the questionnaire is not tailored to our method of selling "dental" products, since only a small fraction of our total sales of these products are to the classes of customers listed in item 3 of the questionnaire.

You have indicated that the information you wanted particularly was the magnitude of sales of dental products by ourselves and others to ultimate consumers in the metropolitan New York area (i.e., dentists, dental laboratories, institutions and government agencies). The figure reflected in item 3(b) is that percentage of our total sales of dental products to all classes of trade which is represented by sales to the ultimate consumer. Item 3(a) reflects total sales less sales shown in 3(b).

I trust that the way we have developed the information which you requested is satisfactory. However, should you require a different analysis of our percentage of sales to the dental dealers and wholesalers, please call me.

Sincerely yours,

Michael J. Viener

MJV:ecp
attach.

cc: A. S. Rasch

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company ~~Wolf~~ Wolf Dental Film Mount Corp.

182-20 Liberty Avenue, Jamaica, New York 11412

71

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES (NO)

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	%	%	%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

See attached letter

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

See attached letter

Dated: May 12 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

E M Marsh - Office Manager

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

WOLF X-RAY CORPORATION
182-20 LIBERTY AVENUE. JAMAICA. N. Y. 11412 • (212) 454-3000
SALES CENTERS: NEW YORK • CHICAGO • LOS ANGELES • TORONTO

May 12, 1972

United States Dept. of Justice
Antitrust Division
26 Federal Plaza - Rm. 3630
New York, N.Y. 10007

Attn: Mr. John Sirignano, Jr., Attorney

Dear Sir:

Reference JS:jb, 60-190-037-2, we are attaching hereto the form you mailed to us with respect to the Healthcare Corp.

Please note that we have not replied to questions 3 and 4. The Wolf Dental Film Mount Corp. sells its products through authorized dealers only, with the exception of $1100.00 sales to the New York University School of Dentistry. The University has purchased from us directly for the past three years in the above listed amount.

Very truly yours,

WOLF DENTAL FILM MOUNT CORP.

E. M. Marsh
Office Manager

ernm/fk
enc/

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company D. ZEMILMAN

389 B 14TH ST. FAR ROCKAWAY, N.Y. 11691

72

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) (YES) NO

GIVEAWAY TOYS NOVELTIES, + CHILDRENS BOOKS TO DENTISTS

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers . . . :	80 %	80 %	80 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	20%	20%	20%

Enc

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ 1000	$ 2000	$ 2000
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: 5/26 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Abel Zemilman

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) - REPLY FORM

Name and address of company Eastman Kodak Company, 343 State Street, Rochester, New York 14650

73

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

dental x-ray products (dental x-ray film, safelights, dental x-ray chemicals, dental x-ray accessories)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers . . .	99.8 %	99.8 %	99.5 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and * government agencies)-- only.	0.2 %	0.2 %	0.5 %

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ none	$ none	$ none
b. dental laboratories	none	none	none
c. institutions (including hospitals and dental schools) and	none	none	none
d. * government agencies	$3,788	$4,355	$11,883

Dated: June 8, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Donald R. Decker

Donald R. Decker, Director, Dental Trade Relations

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHC : CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company J. F. JELENKO & CO.

170 Petersville Road, New Rochelle, N.Y. 10801

74

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; (YES) NO

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) (YES) NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers . . . :	80.7 %	80.5 %	74.0 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	19.3	19.5	26.0

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$4868	$ 8009	$3600
b. dental laboratories	76,186	40,479	48,552
c. institutions (including hospitals and dental schools) and	93,634	68,117	54,947
d. government agencies	48,678	234,798	217,068

Dated: May 18, 1972 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Gen. Manager

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCA CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company Johnson & Johnson Dental Products Co.

20 Lake Drive, E. Windsor, N.J. 08520

75

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) YES (NO)

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) YES

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	97.0 %	97.9 %	98.8 %
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies) Dental Schools ONLY	3.0%	2.1%	1.2%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$ 0	$ 0	$ 0
b.	dental laboratories	0	0	0
c.	institutions (including hospitals and dental schools) and	19,103	23,888	30,673
d.	government agencies	0	0	0

Dated: May 19, 1972

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

R H Robertson

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTH-O CORP. 70 CIV. 1312 FLP (SDN - KELLY FORM

Name and address of company Kerr Manufacturing Company, 28200 Wick Road, Romulus, Michigan 48174

76

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and YES (NO)

f. other products (please specify) (YES) NO

Limited line of small dental equipment, i.e., casting machines, furnaces, hand pieces, motor and foot controls.

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	99.7 %	99.5 %	99.3 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	.3%	.5%	.7%

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and	2,470	5,603	8,086
d. government agencies			

Dated: October 4, 1973

SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

John D. Bolane

John D. Bolane, Associate Counsel

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

RE: U. S. v. HEALTHCARE CORP, 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company FERRISS APPLIANCE COMPANY, INC.

5910 Rodman Street, Hollywood, Florida 33023

77

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); YES (NO)

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); YES NO

c. artificial teeth; YES NO

d. dental precious metals; YES NO

e. service and repair of dental equipment, and YES NO

f. other products (please specify) YES NO

Replacement parts for equipment of other manufacture.

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers	98.42 %	99.07%	99.61 %
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	1.58	.0325	.039

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$ -0-	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies	1,031.75	453.90	375.00

Dated: May 23 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY.

Louis Hechenstein Pres.

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

162

PEERLESS APPLIANCE COMPANY, INC.

Manufacturers of Dental Equipment and Accessories

128 ELEVENTH AVENUE
NEW YORK, N.Y. 10011
PHONE CHELSEA 3-0100

May 23, 1972.

U. S. Department of Justice
Antitrust Division
Room 7630
26 Federal Plaza
New York, N.Y. 10007

Attn: John Sirignano, Jr, Attorney
60-180-037-2

Dear Mr. Sirignano:

This is to advise you that we moved our business from New York City to Hollywood, Florida the early part of December 1971, where we are operating in a semi-retired capacity.

We have discontinued a great many of our products and operating with only two employees.

As you can see we did very little business with organizations other than dental dealers.

Hoping this information will assist you, we are

Very truly yours
PEERLESS APPLIANCE COMPANY, INC.

M. H. Weinstein

lhw/a

163

(215- 597- 215 825-3010

RE: U. S. v. HEALTHC...E CORP. 70 CIV. 1312 ELP (SDNY, REPLY FORM

Name and address of company Star Dental Mfg. Co., Inc.

Ford Bridge Rd., W. Conshohocken, Pa. 19428

78

1. State which of the following dental products or services your company sells - circle appropriate answer:

a. dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.); (YES) NO

b. dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.); (YES) NO

c. artificial teeth; YES (NO)

d. dental precious metals; YES (NO)

e. service and repair of dental equipment, and (YES) NO

f. other products (please specify) (YES) NO

Medicaments

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.) Yes.

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information- approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

	1968	1969	1970
a. dental dealers and wholesalers . . . :	12.1%	12.1%	12.1%
b. direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)	.4	.4	.4

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

	1968	1969	1970
a. dentists	$	$	$
b. dental laboratories			
c. institutions (including hospitals and dental schools) and			
d. government agencies			

Dated: May 15, 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

Ass't. Treasurer

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

STAR DENTAL

CABLE STAR LIEB

MANUFACTURING CO. INC.

AT FORD BRIDGE ROAD

CONSHOHOCKEN, PA 19428

PHONE (215) 825-3010

October 3, 1973

DEPT. OF JUSTICE
ANTITRUST DIVISION

RECD

NEW YORK OFFICE

Mr. Edwin Weiss
Department of Justice
Antitrust Div., Rm. 3630
26 Federal Plaza
New York, New York 10007

Dear Mr. Weiss:

Confirming our telephone conversation of this date, we are unable to complete the Reply Form enclosed with your letter of September 21, 1973 as all records pertaining to this information were lost in the flood of June 1972.

Sincerely,

STAR DENTAL MFG. CO., INC.

John B. Costello
Controller

JBC/lel

RE: U. S. v. HEALTHCARE CORP. 70 CIV. 1312 ELP (SDNY) REPLY FORM

Name and address of company _____

1. State which of the following dental products or services your company sells - circle appropriate answer:

a.	dental equipment (dental chairs, dental units, x-ray machines, sterilizers, laboratory equipment, etc.);	YES	NO
b.	dental sundries (non-durable, consumable products - filling and impression materials, anesthetics, waxes, cements, dental chemicals, nonprecious metals, dental burs, etc.);	YES	NO
c.	artificial teeth;	YES	NO
d.	dental precious metals;	YES	NO
e.	service and repair of dental equipment, and	YES	NO
f.	other products (please specify)	YES	NO

2. Between 1968 and 1970 was your company engaged in making direct sales of dental products in Metropolitan New York to other than dental dealers or wholesalers. (Do not consider as "direct" a sale which was processed by, credited to or billed through a local dental dealer even if the sale was solicited by one of your representatives.)

Metropolitan New York includes New York City, Rockland, Westchester, Nassau and Suffolk Counties in New York and the eight Northern Counties of New Jersey - Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex.

If your answer to Question 2 is Yes, please provide the following information - approximations will be acceptable.

3. Percentage of your sales of dental products in Metropolitan New York in 1968, 1969 and 1970 to the following classes of customers:

		1968	1969	1970
a.	dental dealers and wholesalers	%	%	%
b.	direct sales to ultimate consumers (dentists, dental laboratories, institutions and government agencies)			

4. Dollar volume of your company's direct sales of dental products to each of the following classes of customers located in Metropolitan New York:

		1968	1969	1970
a.	dentists	$	$	$
b.	dental laboratories			
c.	institutions (including hospitals and dental schools) and			
d.	government agencies			

Dated: _____ 1972 SIGNATURE AND TITLE OF COMPANY OFFICIAL PREPARING REPLY

_____

RETURN TO: Antitrust Division, United States Department of Justice, 26 Federal Plaza, Room 3630, New York, New York 10007

LACTONA
Universal Dental Company Inc
Lactona Products Division
Warner-Lambert Company
Academy & Red Lion Roads
Philadelphia Pennsylvania 19114
215-637-4200

June 7, 1972

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DEPT. OF JUSTICE
ANTITRUST DIVISION
RECD JUN 8 1972
NEW YORK OFFICE
FILE

John Sirignano, Jr., Esq.
Department of Justice
Antitrust Division
Room 3630
26 Federal Plaza
New York, New York 10007

Re: JS:jb 60-190-037-2

Dear Mr. Sirignano:

In response to your letter of May 9, 1972, I would like to bring the following to your attention. I am presently the General Manager of Lactona-Universal, the North Philadelphia location of the Lactona Corporation, a subsidiary of the Warner-Lambert Company. During 1968, 1969 and 1970, the period about which you inquire, I was Production Manager and Research Director of the Universal Dental Company which, since that time, has been acquired by the Warner-Lambert Company.

I was not directly involved in the sales of the company during 1968, 1969 and 1970. However, I have made inquiries of our salesman who serviced the New York area during that period and I am generally familiar with our present practices.

To the best of my knowledge, the Universal Dental Company made no direct sales of artificial teeth - its only dental product - in Metropolitan New York to other than dental dealers or wholesalers.

As is normal in the industry, our detail men do call directly on dentists and laboratories in an effort to describe the Universal dental products in order to persuade them to specify

these products. However, our normal practice would be to have any such "sale" processed by or credited to a local dental dealer. I am not personally aware of any variation from that practice during the period specified.

Very truly yours,

LACTONA CORPORATION

I. Wiener
General Manager

IW:a

PLAINTIFF

GX 45

45 ip

EXHIBI
U. S. DIST. C
S. D. OF N

COMPILATION OF SALES IN 1968, 1969 AND 1970

TO ULTIMATE CONSUMERS IN METROPOLITAN NEW YORK

OF COMPANIES IDENTIFIED BY HEALTHCO AS "MANUFACTURERS"

EMPLOYING "DIRECT SALES REPRESENTATIVES IN THE NEW YORK AREA"

(ANSWER TO INTERROGATORY 25)

AND BY ALBERT SINGER OF HEALTHCO IN THE COURSE OF DEPOSITION TESTIMONY

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
J. Adeter Inc.	Long Island City, N.Y.	Equipment, sundries, precious metals	55	45	Dentists,	$151,163	$157,340	$174,272
American Gold Co.	New York City, N.Y.	Dental Precious Metals No Direct Sales						
American Thermocraft	Not listed in any Directory							
Americana XRay Co.	Englewood, New Jersey	Equipment (X-Ray Machines	1968 15 1969 15 1970 10	1968 5 1969 5 1970 5	Dentists	5,000	5,000	5,000
Arista Surgical Co.	New York, N.Y.	[illegible] indicates that [illegible] a manufacturer but a dental dealer and [illegible] fore sales figures [illegible] included in dental dealer survey						
Bar-Ray Products Inc.	Brooklyn, N.Y.	Others: XRay Shielding XRay Dark Room Accessories	95	5	No breakdown	5,000	5,000	5,000
Belvac Dental Products Inc. (Pyramid Gold)	Long Island City, N.Y.							
B.L. Dental Co. Inc.	Richmond Hill, N.Y.	Sundries, artificial teeth Others: Disposable saliva ejectors, dental diamond instruments, dental XRay films, lacquers, dentalacrylics, etc.	70	30	1968-Dentists, labs, institutions 1969- " 1970-dentists	31,000	26,000	20,000

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Cameron-Miller Surgical Instruments	Chicago, Ill.	Equipment, other: Electrosurgical units; Fiber optic Illuminators	--	100	Dentists, institutions, government agencies	$ 18,000	$ 19,000	$ 26,500
Ceramco Inc.	Long Island City, N.Y.	Dental sundries, dental precious metals	1968 15 1969 12 1970 10	1968 85 1969 88 1970 90	Dentists, labs, government agencies	120,000	160,000	200,000
Corning Rubber Co. Inc.	Brooklyn, N.Y.	Laboratory equipment, sundries (waxes) *Note: states on reply that waxes constitute 95% of sales	1968 56 1969 61 1970 60	1968 44 1969 39 1970 40	Dentists, labs, institutions	37,000	28,400	26,700
Cosmos Dental Products Inc.	Long Island City, N.Y.	Sundries No direct sales						
Dedeco (Dental Development Co.)	Brooklyn, N.Y.	Sundries plus abrasives	1968 99.72 1969 99.75 1970 99.78	1968 .28 1969 .25 1970 .22	Government agencies, labs	1,500	2,000	2,000
Dent-Chem Division of N.Y. Dental Mfg. Co.	Bronx, N.Y.	Laboratory equipment, sundries (as defined plus Epoxy), service and repair of dental lab equipment	1968 77 1969 60 1970 70	1968 23 1969 40 1970 30	Labs	3,000	700	2.700

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Dental Instruments Co.	Not listed in any Directory							
Dentorium Products Co.	New York N.Y.	Equipment, Sundries, Artificial Teeth, other: Denture and Bridge Acrylics	1968 6.5 1969 10.5 1970 7.0	1968 93.5 1969 89.5 1970 93.0	Dentists, Labs	335,600	247,100	269,600
Durallium Products Corp.	Chicago, Ill.	Sundries	0	100	1968 Labs 1969 Labs 1970 Dentists. Labs	2,346	1,774	1,878
Dymon-Hue	Not Listed in Any Directory							
Ellman Dental Mfg.	Cedarhurst N.Y.	Equipment, Sundries	75	25	Dentists	40,000	50,000	60,000
Elned Co.	Not listed in Any Directory							
Emesco Dental Corp.	New York N.Y.	Equipment, Sundries Service and Repair of Dental Equipment	1968 88 1968 90 1970 89	1968 12 1969 10 1970 11	Institutions, Government Agencies	32,084	37,609	16,507

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Name	Location	Products	PERCENTAGE OF SALES TO A Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Engelhard Industries, Division of Engelhard Minerals and Chemicals Corp.	Cartaret New Jersey Also listed on Reply as Murray Hill N.J.	Sundries, Precious Furnaces, Furnace Parts Impression Trays, Orthodontic Instruments and Dispensers	1968 86 1969 82	1968 14 1969 18	Dentists, Labs, Institutions, Government Agencies	142,354	130,153	98,628
Flexiplast Inc.	Brooklyn N.Y.	Equipment, Sundries, other: Dental Plates	70	30	Labs	10,000	10,000	10,000
Foredom Electric Co.	Bethel, Conn.	Equipment, Sundries, Service and Repair of Dental Equipment	90	10	Dentists, Labs, Institutions	400	300	300
Goliath-Hall Inc.	Queens, N.Y.	Sundries No Direct Sales						
Graham Chemicals Corp.	Queens, N.Y.	Sundries No Direct Sales						
Grenz X-Ray Corp. of America	Newark, N.J.	Equipment, Service and Repair of Dental Equipment	67	33	Dentists	10,000	10,000	10,000
Handler Manufacturing Company Inc.	Garwood New Jersey	Equipment	99	1	Institutions, Government Agencies	1,000	1,000	1,000

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Harris Products Co. Inc.	Brooklyn N.Y.	Plastic Retainers for False Teeth No Direct Sales						
Jay Healy	Newark, New Jersey	Sundries, Others: Dental Stone and and Plasters	95	5	Dentists, Labs, Institutions, Agencies	900	900	900
Hooker Dental Co.	Not Listed in Any Directory							
Howmedica Inc. (Luxene)	Chicago, Il (on Reply) N.Y.,N.Y. (on Card)	Equipment, Sundries Artificial Teeth, Precious Metals, Service and Repair of Dental Equipment Other: Prosthetic Devices Manufactured in Dental Lab	1968 4.5 1969 4.5 1970 4.9	1968 95.5 1969 95.5 1970 95.1	Dentists, Labs, Institutions, Government Agencies	533,000	598,000	580,000
Implant Research Corp.	Pennsauken New Jersey	Others: Dental Implant and Accessories	1968 1/2 1969 1/4 1970 1/4	1968 99 1/2 1969 99 3/4 1970 99 3/4	1968 Dentists 1969 Dentists, Institutions 1970 Dentists, Institutions Government Agencies	8,000	19,308	19,284
Intermatron Productions Inc.	Not Listed in Any Directory							

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Interstate Dental Co., Inc.	New York, N.Y.	Equipment No Direct Sales						
Jectron	Not listed in any Directory							
Knickerbocker Plaster Co. Inc.	New York, N.Y.	Dental Plaster, Dental Stone and Pumice. Note: Their reply states "We are not a manufacturer but a distributor. We sell wholesale and retail. From our sales figures you can see that we are not a factor in this business."	1/2	99.5	Dentists, Labs, Institutions, Government Agencies	11,975	11,975	11,975
Leff Dental Golds Inc.	Woodside, L.I., N.Y.	Dental Precious Metals			Dentists, Labs, Institutions, Government Agencies	850,000	850,000	850,000
Lenco Inc.	Jackson, Missouri	Bunsen Burners No Direct Sales						
Luxene (Austenal Labs) (See Howmedica)	Chicago, Ill.							
Master Touch Dental Products	Not listed in any Directory							

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Medical Gases Inc.	Brooklyn, N.Y.	Sundries (anesthetics), Service and Repair of Dental Equipment, Others: Anesthesia Equipment and Gases	6	94	Dentists, Institutions, Government Agencies	144,000	187,000	196,000
Medidenta Dental Supplies Co.	Woodside, L.I., N.Y.	Importers of Dental Specialties			Dentists	8,000	10,800	15,800
Miltex Instrument Co.	New York, N.Y.	Dental Instruments No Direct Sales						
Misdon-Frank Corp.	New York, N.Y.	Dental Instruments No Direct Sales						
Myerson Tooth Corp. (Kenson Mfg. Division)	Cambridge, Mass.	Artificial Teeth	0	100	1968 Labs	15,000	20,365	14,260
					1969 Dentists, 1970 Labs			
National Keystone Products Co.	Philadelphia, Pa.	Equipment (Dental Lab Equipment only), Sundries	1968 15 1969 18 1970 22	1968 20 1969 22 1970 17	Dental Laboratories	39,500	25,800	33,000
NII Laboratory Furniture Inc.	Hicksville, L.I., N.Y.	Others: Laboratory Furniture, Desks, Chairs, Cabinets, Work Tables and Benches			Labs, Institutions	13,000	15,000	110,000

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Niranium Corp.	Queens, L.I., N.Y.	Equipment, Sundries, Service and Repair of Dental Equipment, Other: (chrome cobalt dentures)	1968 15 1969 15 1970 20	1968 85 1969 85 1970 80	Laboratories	150,000	150,000	150,000
Nobilium Processing and Products Co. Inc.	New York City, N.Y.	Sundries, Precious Metals, Others: Dental Laboratory Supplies and Equipment	0	100 Note: For 1969 and 1970 only-incorporated 11/27/68	Dentists, Labs, Institutions, Government		86,000	121,000
Noble Metals and Alloys Co. Inc.	Cedarhurst, N.Y.	Precious Metals	40	(60)	Dentists, Labs	37,000	37,000	42,000
Nu-Dent Porcelain Studio Inc.	New York, N.Y.	Sundries	(98 1/2)	1 1/2	Dentists, Labs	30,000	30,000	30,000
Ormco Corp.	White Plains, N.Y.	Orthodontic Supplies and Equipment	2.9	97.1	Dentists, Labs, Institutions, Government Agencies	210,798	216,112	231,914
Ormont Drug and Chemical Co. Inc.	Englewood, N.J.	Other: (Panjet [Jet Injection Device]) Service and Repair of Above	10	90	Dentists, Institutions Government Agencies	4,725	4,725	7,700
Perfectone Co.	Not Listed in Any Directory							

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Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Pfingst & Co.	New York, N.Y.	No Direct Sales Sundries						
Plastodent	Bronx, N.Y.	Sundries	95	5	Dentists	6,000	8,000	10,000
Precision Bur. Co.	New York, N.Y.	Sundries	93	7	Dentists	67,000	72,150	70,050
Prestige Cabinet Corp. of America	Cedarhurst, L.I., N.Y.	Cabinets No Direct Sales						
Professional Equipment Mfg. Co.	Kenilworth, N.J.	Equipment, Service and Repair of Dental Equipment	1968 0 1969 10 1970 20	1968 100 1969 90 1970 80	Dentists	80,000	140,000	160,000
Professional Equipment Company	Katonah, N.Y.	Survey Questionnaire Returned by Post Office						
Pyramid Gold Products Inc. (See Belvac)	Brooklyn, N.Y.							
Rand, J.R. Specialty Co.	Glen Head, N.Y.	Sundries	1968 99 1969 98 1970 96	1968 1 1969 2 1970 4	Dentists	300	600	1,200
Regal Dental Co.	Rosedale, N.Y.	Sundries (Dental Chemicals), Artificial Teeth, Dental Precious Metals, Service and Repair of Dental Equipment, Others: Film Mounts	1968 92 1969 91 1970 95	1968 8 1969 9 1970 5	Dentists	533	552	304

Name	Location	Products	PERCENTAGE OF SALES TO A: Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Repels Dental Products Co. Inc.	New York, N.Y.	Sundries (Dental Magnetic Stabilizers only)	1968 97 1969 and 1970 100	1968 3 1969 and 1970 0	Labs	42	0	0
Rocky Mountain Dental Products	Denver, Colorado	Orthodontic Supplies and Equipment	Note: Orthodontic and/or Dental Dealers and Wholesalers 16.3	83.7	Orthodontists, Orthodontic Laboratories, Institutions, Government Agencies	388,000	443,000	417,000
Schwed, Charles B. Co. Inc.	New York, N.Y.	Artificial Teeth, Endodontic Instruments	1968 90 1969 88 1970 85	1968 10 1969 12 1970 15	Note: Reply is unclear Either Dentists or Labs	5,473	7,633	10,608
Scotch Dental Corp.	North Massapequa, N.Y.	Artificial Teeth	0	100	Labs	72,000	54,108	39,216
Serma Co.	Brooklyn, N.Y.	No Direct Sales Dental Instruments (Importer)						
Siemans Mfg. Company	Iselin, N.J.	Equipment, Services and Repair of Dental Equipment	1968 100 1969 90 1970 5	1968 0 1969 10 1970 95	Dentists, Institutions		50,000	350,000
Stalité Inc.	Hialeah, Florida	Sundries	95	5	Dentists, Labs, Institutions, Government Agencies	1,500	1,500	1,800

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Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Stern Dental Co.	Mt. Vernon, N.Y.	Equipment, Sundries, Precious Metals	1968 and 1969 99.5 1970 99.0	1968 and 1969 0.5 1970 1.0	Dentists, Labs, Institutions, Government Agencies	2,000	2,000	2,000
Stratford-Cookson Co.	Yeadon, Pa.	Sundries, Others: Instruments and Orthodontic Supplies	50	50	Dentists, Labs, Institutions, Government Agencies	4,600	5,850	7,100
Sultan Chemists	Jersey City, New Jersey	Survey Questionnaire Returned by Post Office						
Superba (See Unitek)	San Diego, California							
O. Suter Co.	Not Listed in Any Directory							
Szabo Co. Inc.	New York, N.Y.	Precious Metals	1/4	99.75	Dentists, Labs, Institutions	205,200	255,200	305,200
Taub, George J.	Jersey City New Jersey	No Direct Sales Sundries						
Ticonium, Division of CMP Industries Inc.	Albany, N.Y.	Equipment, Sundries, Precious Metals	0	100	Labs, Institutions	55,000	55,000	55,000

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Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Titan Dental Products	New York, N.Y.	Response indicates that not a manufacturer but a dental dealer and therefore sales figures have been included in dental dealer survey						
Union Broach Co.	Long Island City, N.Y.	Sundries, Others: Root Canal Instruments, Dental Mouthpieces			Dentists	52,900	60,725	60,300
Unitek Corp. (Superba)	Englewood Cliffs, N.J.	Sundries, Equipment; Orthodontic Supplies and Equipment				567,251	580,223	707,335
Val-Plast	Not Listed in Any Directory							
Vernon-Benshoff Co.	Albany, N.Y.	Equipment, Sundries, Precious Metals	90	10	Labs	1,000	1,000	1,000
Vick Chemical Co.	New York, N.Y.	Others: Fasteeth-Denture Adhesive Powder, Kleenite-Denture Cleanser, Fixodent-Denture Adhesive Cream, Benzodent-Analgesic Denture Ointment, Lavoris-Mouthwash and Gargle, Neutrox-Dentifrice and Oral Rinse	1968 99.4 1969 99.0 1970 99.6	1968 0.6 1969 1.0 1970 0.4	Dentists, Government Agencies (Military)	89,000	164,000	100,000

Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Wolf Dental Film Mount Corp.	Jamaica, N.Y.		100	0	Institutions (only N.Y.U. School of Dentistry for the amount shown in the next 3 columns		1,100	1,100
Zahn Dental Co. Inc.	New York, N.Y.	Response indicates that not a manufacturer but a dental dealer and therefore sales figures have been included in dental dealer survey						
Zenilman Co.	Far Rockaway, N.Y.	Others: Give away toys, novelties, and children's books	80	20	Dentists	2,000	2,000	2,000
Eastman Kodak Co.	Rochester, N.Y.	Other: Dental X-Ray Products (Dental X-Ray Film, Safelights, Dental X-Ray Chemicals, Dental X-Ray Accessories)	1968 and 1969 99.8 1970 99.5	1968 and 1969 0.2 1970 0.5	Government Agencies	3,788	4,355	11,883
J.F. Jelenko & Co.	New Rochelle, N.Y.	Equipment, Sundries, Precious Metals, Service and Repair of Dental Equipment, Other: Unspecified	1968 80.7 1969 80.5 1970 74.0	1968 19.3 1969 19.5 1970 26.0	Dentists, Labs, Institutions, Government Agencies	223,336	351,403	324,167

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Name	Location	Products	PERCENTAGE OF SALES TO A: Dental Dealers & Wholesalers	PERCENTAGE OF SALES TO B: Ultimate Consumers	Classes of Ultimate Consumers	DOLLAR VOLUME OF SALES TO ULTIMATE CONSUMERS 1968	1969	1970
Johnson and Johnson Dental Products Co.	East Windsor, New Jersey	Sundries	1968 97.0 1969 97.9 1970 98.8	1968 3.0 1969 2.1 1970 1.2	Institutions (Dental Schools Only)	19,103	23,888	30,673
Kerr Mfg. Co.	Romulus, Michigan	Sundries, Others: Limited Line of Small Equipment, i.e., Casting Machines, Furnaces, Handpieces, Motor and Foot Controls	1968 99.7 1969 99.5 1970 99.3	1968 .3 1969 .5 1970 .7	Institutions	2,470	5,603	8,086
Peerless Appliance Co., Inc.	Hollywood, Florida	Others: Replacement Parts for Equipment of Other Manufacture	1968 98.42 1969 99.07 1970 99.61	1968 1.58 1969 .032 1970 .039	Government Agencies	1,032	454	375
Precious Metals (Stern)	Brooklyn, N.Y.							
Star Dental Mfg. Co. Inc.	Conshohocken, Pa.	Equipment, Sundries, Service and Repair of Dental Equipment, Others: Medicaments No Sales Records Available	12.1	.4				
Universal Dental Co. Inc.	Philadelphia, Pa.	Artificial Teeth No Direct Sales	100					

Total 1968 Sales $4,850,873

Total 1969 Sales $5,451,005

Total 1970 Sales $6,020,315

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UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF NEW YORK

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UNITED STATES OF AMERICA, :

Plaintiff, :

-against- : CIVIL ACTION NO. 70 C 1312 ELP

HEALTHCARE CORPORATION, :

Defendant. :

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Deposition of defendant HEALTHCARE CORPORATION, by ALBERT R. SINGER, taken by plaintiff pursuant to notice dated February 13, 1972, at the United States Courthouse, Foley Square, New York, N. Y. 10007, on April 20, 1972, at 10:20 a.m., before William Blitz, a Certified Shorthand Reporter and Notary Public of the State of New York.

APPEARANCES:

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BY: ANDREW C. HARTZELL, JR., ESQ.,
STANDISH F. MEDINA, JR., ESQ.,
Of Counsel

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IT IS HEREBY STIPULATED AND AGREED, by and between the attorneys for the respective parties herein, that the sealing, filing and certification of the within deposition be waived; that such deposition may be signed and sworn to before any officer authorized to administer an oath, with the same force and effect as if signed and sworn to before the officer before whom said deposition is taken.

IT IS FURTHER STIPULATED AND AGREED that all objections, except as to form, are reserved to the time of trial.

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A L B E R T R. S I N G E R, called as a witness by the plaintiff, being first duly sworn by the Notary Public (William Blitz), testified as follows:

EXAMINATION BY MR. SIRIGNANO:

Q Mr. Singer, you are here pursuant to notice of taking a deposition of Healthco, Inc., which was formerly known as Healthcare Corporation, which is the defendant in this action, is that correct?

A That's correct.

Q In the notice of taking the deposition, there was also a request for the production of certain documents.

Have you brought those documents with you?

A Actually, there are very few documents available, but what was available, I believe we brought with us.

MR. SIRIGNANO: I would like to go through the various classifications of documents which we have requested.

The first classification of documents reads:

"Copies of all documents used by Albert R. Singer in arriving at statements set forth in his affidavit dated May 14, 1970, relating to purchases of dental equipment and

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supplies by institutions in metropolitan-New York including:

"A. Dental Schools.

"B. Hospitals.

"C. Departments of Health.

"D. New York State Agencies.

"E. New Jersey State Agencies.

"F. Others."

Q Do you have the documents covered by that classification, Mr. Singer?

A We have some of the documents. I believe we have the documents insofar as NYU is concerned.

Q As far as you know, are there any other documents in Healthco's possession which fit into this category, other than the documents which you have brought with you?

A None that I know of.

MR. HARTZELL: Let us take them one at a time. Do you want the Dental Schools?

MR. SIRIGNANO: Right.

MR. HARTZELL: That is the first one. The only one we have for the Dental Schools that I am aware of is a document from New York University which has certain figures in

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it. That is that one, if you want to mark that document.

MR. SIRIGNANO: I don't think there is any necessity to mark them.

Off the record.

(Discussion off the record.)

MR. HARTZELL: On the Dental Schools which is the first item, we have given you a sheet that we sent out to New York University which they returned to us with figures for two calendar years, including the figure, $434,000, which is in Mr. Singer's affidavit.

On the other schools that were listed in the affidavit, the source of the information for the figures is specified in the affidavit, as it is indeed for New York University also.

I do not believe we have any other documents that were used by Mr. Singer for that purpose.

We do have some attorneys' notes from our office, my own notes and some notes of Mr. Medina and one of our paraprofessional assistants and so forth, but we think those are really work product and I wouldn't be prepared to have Mr.

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Singer hand over all that backup data.

MR. SIRIGNANO: Are you offering to hand it over yourself?

MR. HARTZELL: No, I am not.

So that in terms of other documents on schools, I don't think there are any other documents. Right?

MR. MEDINA: That is correct.

MR. HARTZELL: On Hospitals, the basis for the statements as to hospital purchases are -- the bases are in the affidavit itself and attached to it as Exhibit A is a list of the hospitals from which the estimates were made with the hospitals with dental facilities circled and the basis of the estimate, number of chairs, annual purchases per chair, is set forth in the affidavit, and I do not believe we have any other documents other than our work product, notes in connection with investigations that were made on that point, which I am not prepared to turn over.

MR. SIRIGNANO: I think you can assume that we are not asking for any work product.

MR. HARTZELL: Right. I just wanted to tell you that we didn't grab this all out of

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the air. We did look through these figures.

On the Department of Health, again I don't think there are any documents other than notes that were made from, I believe, discussions on that.

Mr. Singer, can you elucidate on that?

THE WITNESS: Yes, there was some discussion with Dr. Lewis of the Department of Health, Bureau of Dentistry, and he is the one who provided us with the number of district health stations, public schools, dental clinics and other children's dental clinics in the metropolitan area.

From that, we developed our estimate as to what we thought the purchases were.

MR. HARTZELL: Right.

New York State Agencies, the other item, again I don't think we have any documents other than notes, and Mr. Singer can tell you who he spoke to on that.

THE WITNESS: With regard to the narcotics center, we had some discussion with an individual -- I don't recall his name in Commissioner Raymond Wickham's office in Albany. And that's where we got the narcotic center,

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the Board of Cooperative Education Services.

MR. HARTZELL: Colloquially referred to as what?

THE WITNESS: BOCES.

MR. HARTZELL: B-O-C-E-S.

THE WITNESS: We estimated their category.

MR. HARTZELL: The next category, the New Jersey State Agencies, I don't think we have documents other than notes. But what was the source of that data?

THE WITNESS: The source of that information came from Mr. Stone, Sechter Dental, who had verbal communication with Mr. Wagner in the purchasing office in Trenton, New Jersey.

MR. HARTZELL: Final category, Other, was based on Mr. Singer's own estimate and inquiries that were made, as I recall, to various agencies in metropolitan-New York, telephone inquiries.

THE WITNESS: That is correct. That was based on telephone inquiries and a rundown of union clinics and other agencies that we knew had

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union cli[illegible]s and other facilities, that we knew had dental clinics in them.

MR. HARTZELL: I think that's it.

MR. SIRIGNANO: "2. Copies of all documents used in compiling 'Rider 25A' submitted in reply to plaintiff's supplemental interrogatory No. 25."

MR. HARTZELL: As I recall, there was nothing that we had other than that list from you.

THE WITNESS: Yes, there were no documents other than the listing itself.

BY MR. SIRIGNANO:

Q The listing which you refer to, Mr. Singer, that was prepared for the actual answer to supplemental interrogatories?

A That is correct, sir.

Q Mr. Singer, you are employed by Healthco, Inc.?

A Yes, I am.

Q Healthco, Inc. is the same corporation which was formerly known as Healthcare Corporation and a defendant in this action.

A I believe so, yes.

Q Mr. Singer, would you briefly outline to us

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your professional experience prior to your getting into the dental supply business?

A I was an operating manager for Westinghouse Electric Supply Company of Pittsburgh, Pennsylvania.

Q What was the products with which you were involved?

A Basically electrical appliances and apparatus and supplies sold to electrical contractors and appliance stores.

Q Will you tell us how and when you first got into the dental supply business?

A Well, I first got into the dental supply business in 1958. You asked how I got into the dental supply business?

Q Yes.

A I was referred to Mr. Wolinsky, who was then the president and an owner of General Dental Supply Company, by a mutual friend.

Q Will you outline to us your experience, your professional experience with General Dental?

A With General Dental, basically my duties pertained to administration and finance, although I did have some direct relationship with sales, but I was primarily responsible for the internal operation of the

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organization.

Q Was that right at the outset, sir, of your association with them?

A Well, right at the outset, I more or less came in as a consultant without any title at all, just an assistant to the president.

Q Can you briefly outline during that early period what your duties consisted of?

A Evaluating various activities in the operation as to how they were being performed, whether they were being performed in the most efficient manner, just a general evaluation of the activities and with any ideas insofar as improvements.

Q Ultimately you became one of the owners of General Dental?

A That's right.

Q Will you tell us how that came about, sir?

A General Dental was operated by a creditors committee from 1960, and was in financial difficulties. There was consideration being given to the possible liquidation of the company because they were having tremendous cash flow problems.

Mr. Richman and I advanced the company $50,000 apiece in exchange for which we got a note from the

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corporation.

Q Who is Mr. Richman?

A Mr. Richman was the sal[illegible] and managery top salesman of the company.

Q When was this?

A This was -- I have to remember. I believe this was in the early summer or fall of 1967, if my memory is correct.

Q At that time then, you became one-half owner of General Dental?

A That's correct.

Q What was the status of the Creditors Committee with relationship to General Dental at that time, at the time you came with them?

A They basically were responsible for supervising the operation of the company.

Q Do you recall what the indebtedness was at that time?

A At the time we took it over?

Q Yes, sir.

A I can't be held to the figure, but I believe the figure was somewhat in the vicinity of $375,000 to the creditors and $300,000 to the Irving Trust Bank.

Q During the period in which you were half

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owner, were payments made on the debt to the Creditors Committee?

A No payments were made.

Q There was no reduction of that debt --

A No.

Q -- by payment?

A No.

Q Ultimately, what happened to the Creditors Committee?

A The Creditors Committee, what happened to them?

Q Yes.

A The Creditors Committee was basically dissolved when Mr. Richman and I sold the company.

Q When did you sell the company, sir?

A May 1, 1969.

Q At the time of that acquisition, what happened to General Dental in terms of its corporate setup?

A It became a wholly owned, I believe, subsidiary of Healthcare.

Q At that time, what was your position with respect to Healthcare?

A I was branch manager of Rower Dental Supply Company in New York, and I also had some additional responsibility to three other locations in the area.

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Q What were those other three?

A Sechter aka Dental in Hackensack. Let me correct something on that statement.

At the time of the acquisition, I was strictly branch manager of Rower Dental in New York. It's only when the other acquisitions took place that I had any responsibility towards them.

Q What were those companies? You mentioned Sechter aka Dental. Is that S-e-c --

A h-t-e-r.

Hebard Metro. And Hebard Dental.

Q In the affidavit which was filed in 1970, you also describe yourself as regional manager of Healthcare's-- what is the rest of that phrase?

A Regional manager of Healthcare's dealerships in metropolitan New York.

Q You held that position at that time --

A What's that, sir?

Q You held that position at the time of making this affidavit?

A I did.

Q Will you describe what your duties were at that time as regional manager?

A My duties were basically the same as they were

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with General Dental, seeing to the operations, the internal operations of these other activities.

Unfortunately, my time conditions were such that I spent the greater part of my time in the New York operation and very little time at any of the other three locations. And basically my duties to a great extent were disseminating information that came down from Boston and compiling replies that came from the branches and, in turn, forwarded them onto headquarters.

Q At the time, did you have any employees under your direct supervision?

MR. HARTZELL: Which time are you speaking about?

MR. SIRIGNANO: I am speaking now at the time you were regional manager.

A Yes, I had people under my direct supervision.

Q Generally, will you describe the classes of employees who were under your -- ultimately responsible to you?

A Under my direct supervision, I had all of the department heads in Rower, New York.

Q Rower, New York at that time encompassed Sechtem and the Hebard --

A No, Rower, New York encompassed strictly the

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branch in New York City.

In other words, if I might explain it, I wore two hats. One as a branch manager directing the operation of Rower, New York, and the other supposedly as a regional manager overseeing the operations of the other three locations.

But again, I'd say that the biggest part of my time was devoted to the New York operation.

Q For how long did you continue as regional manager?

A I would say that continued up until -- up to September of '71.

Q At that time, Mr. Kalik became regional manager?

A At that time, Mr. Kalik became regional manager.

Q That's K-a --

A K-a-l-i-k, Irwin.

Q Mr. Singer, during the period immediately following the acquisition of these companies, they were operated as subsidiaries of Rower of New York, is that correct?

A I honestly can't say what the corporate structure was. I don't know whether it was subsidiaries of Rower, New York, or subsidiaries of Healthcare or subsidiaries of Rower, Boston. I honestly don't know what

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the setup was.

Q Ultimately, it is true, is it not, that all of the New York operations became merged into Healthcare Corporation, is that correct?

A I believe that is the situation.

Q Healthcare Corporation then changed its name to Healthco sometime about August of 1971, is that correct?

A I don't recollect the date, but it's conceivable that it happened at that particular time.

Q So now actually it is Healthco that is directly operating dental depots in the New York area, is that correct?

A Yes.

Q You are, therefore, directly employed by Healthco?

A I would say that's a correct statement.

Q Essentially, Mr. Singer, the operations of Healthco as a dental dealer today are similar to those of General Dental, is that not so?

MR. HARTZELL: Wait a minute.

I object to that, the form of that question.

MR. SIRIGNANO: I withdraw it.

Q Mr. Singer, will you describe the business of Healthco's dental depot in which you are presently in

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charge?

A Yes.

It's our responsibility and it's our objective to sell dental supplies and dental equipment to dentists and laboratories and institutions in the New York area.

Q Will you describe generally the types of products which are sold more specifically?

A Well, in broad classifications, there is dental merchandise --

Q Is that term sometimes also referred to as dental sundries?

A Yes, it could be.

Equipment, gold, teeth, and I would call it renewal parts.

Q That would be for equipment?

A That's right.

Q Let us go through these various categories.

Dental sundries, what is generally included in dental sundries?

A Basically everything the dentists use to work in the oral cavity which would include such items as anesthetics, diamonds, burs, needles and a myriad of more items than I can possibly relate.

Q Could you give us a general estimate of how

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many different dental sundry products your company carries?

A Well, a very broad estimate, without being pinned down to it --

MR. HARTZELL: Could I interrupt? When you say "your company," are you talking about Healthco now?

MR. SIRIGNANO: Whenever I speak about business operations, unless the context is clear, I am speaking in terms of the particular dental depot of which you are in charge.

THE WITNESS: On a broad classification, if you want, it is a matter of definition, how you want to define an item. I mean, one item such as a bur can have 150 different breakdowns.

Now, if we are talking in units of measure, every size and every number is an individual item, then I can give you one answer.

Q Answer it however you feel you want to define it. I am not trying to pin you down. I just want to get a general picture of the whole thing.

MR. HARTZELL: What is the question now, how many do they carry?

Q How many different sundry products are generally carried?

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MR. HARTZELL: If you could answer. If you know.

A I would say that it is conceivable that we may have 20,000 or better.

Q Would you be in a position to estimate in any way, either with a minimal number or a range, how many different manufacturers such products are procured from?

A Well, insofar as the products that we carry, it would take one answer and then there are similar products made by other manufacturers. There is a tremendous broad scope of items, similar items made by manufacturers not all of whom we may carry.

If you're asking from how many manufacturers we may procure these 20,000 or 25,000 items that we carry, I can give you a rough off the top of my head guess.

Q Yes, that's what I would like. When you say "guess," you mean estimate?

A Estimate.

Q Yes, please do.

A I would say that probably constitutes maybe 150 or 200.

Q There are many more manufacturers, you say, which manufacture similar products from whom you don't purchase?

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A That's conceivable.

MR. HARTZELL: I will object to an answer like it's conceivable. It is either no, don't know, or yes.

Q Would you be able to estimate how many manufacturers of similar products there are, again stating perhaps a minimum number, from whom you do not purchase certain products?

A I don't feel that I could give you a good estimate that would be meaningful.

Q For instance, would there be as many as 150 which you state to be your estimate of the number from whom you do purchase?

A I can't honestly give you a definitive answer on that.

Q As to the dental equipment, would you generally describe what the category of dental equipment covers?

A Yes, dental equipment would cover basically chairs, units, x-ray machines, cabinetry, hand pieces, ultrasonic equipment and electro-surge units, cavitron prophylactic machines, items that are basically used in a dental laboratory.

Q The category of artificial teeth, that appears

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to be self-explaining. Is there any specialized products under that category?

MR. HARTZELL: I object to specialized products.

Q Are there any products which you would classify in the general category of artificial teeth which go beyond what the words themselves appear to imply?

A No.

Q How about precious metals, what is covered by that category?

A Basically gold shells, wires, solder.

I must admit frankly that my experience and exposure to gold and teeth is rather limited.

Q Mr. Singer, I asked you these questions with reference to your experience in the branch in which you are presently in charge.

A Yes.

Q From your experience as regional manager of the New York operations, would you say what you have said equally applies to the Sechton operations and the two Hebard operations?

A In context of what?

Q You have described generally the products which are carried by your depot which is here in Manhattan.

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From your experience, are similar products also carried at the two Hebards and at Sechter? ars

A I would say so.

Q As far as you know, Mr. Singer, were these classes of products also carried by General Dental prior to its acquisition by Healthco?

A Yes.

Q The same is true of Sechter and the two Hebard companies prior to their acquisition? ars

A I'm not that -- I can't honestly say what their situation was.

Q Were there any trade associations to which General Dental belonged prior to its acquisition?

A Yes, we belong to the American Dental Trade Association.

Q This membership continued after the acquisition, has it not? ars

A I believe so, but I can't honestly give you a direct answer because I have nothing to do with it.

MR. LUBLINSKI: Mr. Reporter, we ask you to mark these two documents Plaintiff's Exhibits 1 and 2. ars

One is a membership list of the American Dental Trade Association for the years

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1967 through 1968.

Two is a similar membership list of the American Dental Trade Association for the years 1969 through 1970.

(Membership list of the American Dental Trade Association for the years 1967 through 1968, marked Plaintiff's Exhibit 1 for identification as of this date.)

(Membership list of the American Dental Trade Association for the years 1969 through 1970, marked Plaintiff's Exhibit 2 for identification as of this date.)

BY MR. SIRIGNANO:

Q Mr. Singer, I ask you to examine these two booklets.

Have you ever seen copies of these booklets before?

A Yes, I recall seeing them before.

Q Have you ever had occasion to make reference to them in the course of your work over the years?

A Very seldom.

Q Have you ever had occasion to attend meetings of the American Dental Trade Association or any of its committees?

A When we were General Dental.

Q Were you a member of any of its committees?

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A No.

Q Are you at all familiar with the Dental Dealers of America as a trade association?

A I know it exists.

Q Have you ever had any occasion to refer to directories of the Dental Dealers of America?

A Not that I can recall.

MR. LUBLINSKI: Mr. Reporter, we ask you to mark this document Plaintiff's Exhibit No. 3 for identification.

This is a Standard Manual of Accounting for Dental Dealers put out by the American Dental Trade Association.

(Standard Manual of Accounting for Dental Dealers of America put out by the American Dental Trade Association, marked Plaintiff's Exhibit 3 for identification as of this date.)

MR. LUBLINSKI: The copyright is 1967 by the American Dental Trade Association.

BY MR. SIRIGNANO:

Q Mr. Singer, will you examine this booklet, please?

A Yes, sir.

Q Mr. Singer, have you ever seen a copy of this particular manual?

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A I believe I have.

Q Have you ever used it or to your knowledge has anyone in either General Dental or in Healthco's present operations used it in the course of his work?

A Insofar as General Dental is concerned, it is conceivable that we might have used it, part of it.

Q I wish to direct your attention to pages 13 and 14 of this booklet.

A Yes, sir.

Q As a member of the ADTA, did General Dental make annual reports to the American Dental Trade Association on sales?

A I believe they did.

Q Those sales were broken down in accordance with the product classifications shown on these pages, were they not?

A I don't believe that they were broken down insofar as the sales for used equipment was concerned. I think it was lumped together as equipment.

But other than that, I think they probably conformed with it.

Q You will note in this manual it states that equipment selling for under $100 generally would be classified as a sundry. As far as you know, is that

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practice carried on?

MR. HARTZELL: You mean by General?

MR. SIRIGNANO: Yes, by General.

MR. HARTZELL: In its reporting?

MR. SIRIGNANO: At the time.

A This was something that was very loosely adhered to.

Q Presently, as far as you know, do the Healthco operations in the metropolitan-New York area make these breakdowns in accordance with this accounting procedure?

A I don't think there is any breakdown insofar as used equipment is concerned.

Q But apart from the question of new and used equipment, the other breakdowns are generally followed?

A I would think so.

Q Can you tell me whether or not the limit on what is considered to be a sundry if under present accounting procedures an item with a sales price of less than $200 is not classified as a sundry?

MR. HARTZELL: I did not understand the question. Maybe I did not hear it all.

MR. SIRIGNANO: Off the record.

(Discussion off the record.)

A I would say that this is generally adhered to,

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subject to human element.

Q Generally an item of equipment costing under $200 is considered a sundry?

A No, no. I would say that generally an item under $100 would be considered a sundry, not $200. There is a broad interpretation of this.

Q Mr. Singer, do you know of any other trade association whose members are generally involved, either dental dealers or dental manufacturers, dental product manufacturers?

A Not that I recall.

Q Apart from directories published by the ADTA and Dental Dealers of America, are you familiar with any other directories of Dental Dealers?

A None that I can think of at this time.

Q Mr. Singer, can you tell us of the various classifications of employees who are currently employed by Heathco's New York dental depot?

A In a broad classification?

Q Yes, just broad classifications. I am not interested in how they be marked for payroll purposes.

A We have salesmen --

Q Let us take that first.

Are there different types of salesmen who are

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employed?

A I don't know what you mean by different types.

Q How many different salesmen are presently employed, approximately? I don't need exact numbers.

A We have approximately, I believe, right now around 18 salesmen.

Q Do they all do essentially the same work?

A Essentially, yes.

Q Will you describe what that work consists of?

A Calling on dentists and dental laboratories and some institutions.

Q What does the selling consist of?

A Going in and discussing new items, checking over their inventory, see what they may have to order, talking to them possibly about techniques and answering any questions that the dentist may have with regard to his office, servicing tooth stocks.

Q Do they usually take orders at that time?

A Sometimes --

MR. HARTZELL: Wait a minute.

All right.

THE WITNESS: They would like to take an order at that time. It doesn't always happen, unfortunately.

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Q What I am trying to get at, when the dentist decides to order, is his order usually given to the salesman or does it come later? How does it work? I am just trying to get a general picture of the operation.

A It's conceivable that he could give it to the salesman or he could not give it to the salesman and call in over the telephone, or send it in by postcard, mail.

Q Does the salesman work on commission?

A I would say most salesmen work on commissions, yes.

Q Once an order is put in, how is delivery made?

A Depending on the size and weight, it's usually made by commercial carrier.

Q How long does it normally take between the time of an order and delivery, or does it vary?

A That would depend again on how we got the order, whether the salesman took it or if it had to come through the mail, whether we took it over the telephone and whether we had it in stock.

Q Is there such a thing as a typical situation? Let us take sundries, a sundry order.

A A sundry order could take anywhere from 48 to 72 hours, maybe longer.

Q Equipment would, I assume, take longer.

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A Depending on the equipment.

If a man wanted something immediately and we had it, it's conceivable that can go out in the same time element. If it's something that he needed for the future, naturally that would wait until his requirements.

Q Are there distinctions between salesmen as to whether they sell sundries or equipment or do all salesmen take orders for the same type --

A In our operation all salesmen take orders basically for the entire line.

Q Generally, can you tell me whether or not the dentist pays for these on a cash basis or does it involve billing at the end of the month?

A It involves, I would say, to the greatest extent accounts receivable billing.

Q That will take care of salesmen.

What other classification of employees do you have?

A Tooth clerks.

Q What would be his duties?

A Filling orders for teeth ordered by the dental laboratory, billing it, shipping it.

Q Does he actually go out in the field to --

A No, these are inside people.

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Q What other inside people do you have?

A Merchandise clerks.

Q What would his duties be?

A Answering telephones, filling orders, billing orders, packing and shipping orders, messenger.

Q You have gold clerks, too?

A We have a gold clerk, yes.

Q I take it his duties --

A Her duties are to sell gold over the counter and fill orders for gold for dental laboratories and dentists.

Q What other categories --

A Administrative personnel.

Q These would be typical of any retail business?

A Right.

Q Do you have any particular specialists whose duties are to demonstrate equipment? Much of the equipment which you sell, I take it, is fairly heavy, not of a portable nature which a salesman can carry to a dentist's office, is that true?

A I would say that's generally true.

Q Do you have facilities for demonstrating that type of equipment?

A We have a display floor.

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Q Who is in charge of the display floor?

A The equipment manager.

Q What would his functions be?

A Basically talking to dentists about equipment on the floor. He might also go out to a dentist's office. Answering telephone inquiries.

Q I take it it is his duty to become familiar with the operation of the equipment.

A Oh, yes.

What other categories of personnel do you have?

A Servicemen.

Q What are their duties?

A Repairing equipment in the dentist's office.

Q What are the qualifications of an equipment serviceman?

A Broadly, I would say, the qualifications are that he should be mechanically adept, possibly have some electrical background.

Q Are many of the items of equipment highly complex electronic machines?

A To me they are.

MR. HARTZELL: Answer the question whether they are highly complex electronic machines.

THE WITNESS: I don't think so.

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Q They do involve x-ray machines, for instance, as a type.

A Yes.

Q Does some of the equipment require plumbing installation?

A Yes.

Q How long does it take to train, if you know, a serviceman, for dental equipment?

A It would be very difficult to make an estimate.

Q Does one of your servicemen normally service all classes of dental equipment or is there a specialist breakdown among individual servicemen?

A I can only speak for our operation.

Q Right.

A And our operation, basically our men are general service personnel.

Q So then they would be adept and at least have some knowledge, as you said before, of electrical equipment and they would also have --

MR. HARTZELL: I object. He said he would say those were the qualifications, mechanically adept and some electrical knowledge. He did not describe his own people.

I object to the form of the question.

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I think it is trying to give to these servicemen more attributes and qualifications than the testimony indicates.

MR. SIRIGNANO: I will withdraw the question.

Q Are there any other classes of personnel presently working which you have not mentioned?

A People working inside the service department.

Q What would their duties be?

A Take telephone calls from dentists on repairs, fill parts orders.

Q In this recent series of questions in which I asked you about the duties of various employees, your answers have covered the New York dental depot.

A Right.

Q From your experience as regional manager of the New York operation, are there any differences as far as you know in the general classes of personnel employed by Sechter (ars) and the two Hebard operations?

A I believe they are generally similar.

Q Were you at all familiar with the S.S. White operations in New York at the time that they were acquired by Healthcare?

A I knew they were there.

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Q Did you have occasion to become familiar with those facilities that were there?

MR. HARTZELL: I will object to the form of that, too.

Q Let me ask you the question this way:

When General Dental became part of the Health-care organization, did you ever visit the dental stores which had been previously operated by S.S. White in New York?

A Yes.

Q Did you meet the personnel who were employed at that time?

A I would say so. Most of them.

Q Can you tell me whether or not the same type of personnel were employed at that time in the S.S. White operation?

A To a degree, I would say they were basically the same.

Q Could you describe again in a general way the physical facilities of the New York dental depot? You described a display room with equipment -- correct me if I am wrong -- and you speak of over-the-counter sales. Does that mean that there is actually an area which actually has a counter like a store?

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A Yes.

Q Would you describe --

A What other facilities we have?

Q Yes.

A We have a general office, we have private offices, we have a shipping and receiving department and a room where our equipment personnel is housed, and we have a general warehouse area for the sundry supplies.

Q Where is that located?

A At 19 Union Square West.

Q That includes the warehouse facilities?

A Insofar as supplies are concerned.

Q Supplies?

A Right.

Q That is sundry items?

A Right.

Q What other physical facilities are maintained by the New York depot?

A We have a location on 42nd Street.

Q What is there, sir?

A Teeth, gold and also supplies, sundry supplies.

Q Is that the physical location where one of the S.S. White operations was previously located?

A That's correct, sir.

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Q Is there a facility on 44th Street?

A We own a building on 44th Street.

Q Are there actually any offices there or is that building being used in connection with the dental product operation?

A No.

MR. SIRIGNANO: Off the record.

(Discussion off the record.)

Q Are you at all familiar with the physical facilities of the Sechter operation in Hackensack?

A Yes.

Q Could you generally describe them?

A They are very similar.

Q How about the two Hebard operations?

A Again, I would say they are very similar in scope.

Q Are there any other physical facilities maintained by Healthco in connection with its New York dental dealer operations?

A Yes.

Q Would you describe them?

A We have a warehouse location.

Q Where is that, sir?

A Long Island City.

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Q Is that used by one particular depot or is it used by all of them?

A It's used by Rower, New York.

Q This warehouse was previously owned by General Dental?

A That is correct, sir. Not owned. Leased by General Dental.

Q Mr. Singer, I want you to assume that I am a dentist just going into practice for the first time. Could you generally tell me what I would need in terms of opening up an office from the standpoint of the services which your company has to offer?

A Generally --

MR. HARTZELL: Wait a minute.

I think I will object to this. I mean, he is not your expert witness.

MR. SIRIGNANO: Pardon?

MR. HARTZELL: He is not the Government's expert witness. I don't think that he has to be put on as an expert witness or should be to engage in general discussion of a hypothetical situation. He is here to answer questions with respect to the defendant.

Q Let me ask you then, Mr. Singer, from your

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experience in General Dental and in your current experience, you tell me what, if a representative of Heathco or going back to the days when General had its own operation was approached by a dentist going into practice for the first time, what are the various services and products which you would offer that dentist?

MR. HARTZELL: The same objection. This goes to the same thing.

MR. SIRIGNANO: All right. You got your objection.

MR. HARTZELL: You mean you want him to answer nevertheless?

MR. SIRIGNANO: Oh, yes.

MR. HARTZELL: I think I will have to instruct him not to answer. I don't think you can make him your expert here.

MR. SIRIGNANO: The question is do we go to Judge Palmieri now or later. I think it is a reasonable question and I want it answered.

MR. HARTZELL: You are asking him for his opinion.

MR. SIRIGNANO: I am asking what products and services the defendant in this case offers to its customers. If that isn't a relevant

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question, I don't know what is.

MR. HARTZELL: You can ask him that. But I think he has already been over that with you. He told you the answer.

You are now trying to make him an expert and ask for his opinion as to how you would setup a dentist in operation. In effect, that's your question. I think you have to hire your own expert for that.

MR. SIRIGNANO: To avoid that particular thing, perhaps I can ask this.

Q Could you tell me what services and products your representative, Mr. Singer, would try to sell to the dentist?

MR. HARTZELL: I think he has already told you that. Go ahead.

A We would try to sell him equipment.

Q I take it when a salesman comes in, he tries to acquaint the dentist with the products which are available. He tries to sell him, is that correct?

A He may try to sell a dentist the products that are available or he might ask the dentist what his choice is. As I mentioned before, basically my relationship with the operation was primarily administrative and finance.

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I did not get directly involved nor do I feel that I know every aspect of the approach to a dentist who is interested in equipment.

Normally, our equipment people and our sales managers get involved in this and handle it.

Q Who would be the best man, the man in your organization you think would be best equipped to answer that question?

MR. HARTZELL: I object to that question, too. You are now asking for his --

MR. SIRIGNANO: All right.

Q Who would have knowledge of the sales techniques used by salesmen in the New York depot?

A In the New York depot?

Q Yes, sir.

A Probably one of our equipment men.

Q How about Mr. Richman, would he know?

A Yes, he would.

Q Mr. Singer, in the course of this litigation, the Government served on Healthco copies of interrogatories and a copy of supplemental interrogatories, answers to which were given.

It is your name that has been signed to each of these, both the interrogatories and supplemental

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interrogatories, is that not true?

A Yes.

Q I want to direct your attention to the supplemental answers to interrogatories, Rider 23A.

I want to direct your attention particularly to the answer with respect to Hebard Metro. There appears to be a typographical error there, sir.

You will find the percentages add up to 101 percent.

A Yes, I see that.

Q I did mention to Mr. Hartzell this point several days ago. I wonder if you had any opportunity to check as to what --

MR. HARTZELL: I did not get a chance to talk to him about it.

MR. SIRIGNANO: I was wondering if you had no objection, if perhaps we could leave a blank in the testimony and have it filled in.

MR. HARTZELL: Yes, we'll take a look. We'll check it and let you know. Just leave a blank in the transcript and we'll write in the expanation. It is undoubtedly a rounding off.

MR. SIRIGNANO: Yes, I would guess so, too. Or do you want to give us a letter?

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What is the easiest way?

MR. HARTZELL: Leave it in the deposition.

THE WITNESS: _____

_____

_____

_____

_____

Q I would also like to direct your attention to another typographical error -- before we go to that, one of the categories listed in that answer, Mr. Singer, the category Others, what is covered in that category?

A Are you talking about down at the bottom?

MR. HARTZELL: Purchases are you talking about?

Q Yes.

MR. HARTZELL: These are classifications of purchases.

MR. SIRIGNANO: Classifications of purchases.

MR. HARTZELL: That's what you gave us in your interrogatory. Your interrogatory asks for sales in each of the following classes of customers, and then you listed several classes

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and then the fourth class was Others.

MR. SIRIGNANO: I will rephrase the question.

Q Mr. Singer, will you describe what other customers -- what persons or types of corporations other than dentists, dental laboratories, institutions and government agencies does your company make sales to?

A I believe that classification would probably include conceivably unions and just general corporations who have dental clinics.

Q Does it not also include other dental dealers within the area?

A It's conceivable that there are some dental dealers in there also, yes.

Q I would like to direct your attention to the answer to interrogatory 1J, that is, Rider 1J.

A In the same interrogatory?

Q In the first interrogatory.

MR. SIRIGNANO: I will have Mr. Lubinski read the specific item.

MR. HARTZELL: What was the reference?

MR. SIRIGNANO: Rider 1J. I will have Mr. Lubinski read the item. I believe it also contains a typographical error.

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MR. LUBLINSKI: I will point out to what I am referring, Note B to Item 1J, notes payable $100,000.

THE WITNESS: Oh, back in the exhibits.

MR. HARTZELL: Which one?

MR. LUBLINSKI: It reads:

"Starting August 1, 1972, the principal shall be payable in equal annual installments together with interest as above until the August 1, 1972 when the note will be fully paid."

MR. HARTZELL: All right, what is the question?

Q Mr. Singer, does that answer contain a typographical error?

A I have to see where it came from.

MR. SIRIGNANO: Same thing on this, Mr. Hartzell?

MR. HARTZELL: Off the record.

(Discussion off the record.)

MR. HARTZELL: We will say this: We gave you the balance sheet with its notes. If the balance sheet is wrong, we cannot help that. We are not responsible for the

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balance sheet. We gave that and that was it and that was the only thing we had and that's what we gave and that's what it said. I mean, it wasn't a typo. That's the way it was.

Now, the reference there, the second reference to August 1, 1972 apparently should have been a later date.

Is that right?

THE WITNESS: I think that's correct.

Q Would you know what that later date should read?

A I don't recall the exact date, but it's conceivable that this --

MR. HARTZELL: No, not conceivable. Don't answer it's conceivable.

THE WITNESS: Right.

That there is a typographical error.

MR. HARTZELL: This was in the original balance sheet?

THE WITNESS: Yes.

Q Mr. Singer, are there presently employed by the New York depot salesmen named Rose and Petrullo?

A Yes, Rose is employed.

Q Pardon?

A Rose is employed.

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Q How about Mr. Petrullo?

A He is no longer employed.

Q When did Mr. Petrullo leave?

A Approximately three weeks ago.

Q Do you know where he presently is employed?

A Not directly, no.

Q Do you know where he can be reached?

A I guess at his home address.

Q Do you know what Mr. Rose and Mr. Petrullo did prior to taking employment with Healthco?

A They worked for General Dental.

Q Is it not so that Mr. Petrullo and Mr. Rose left General Dental and went into business for themselves?

A Yes, they left General Dental.

Q And they formed a company called National Dental Supply Company, is that correct?

A I believe so.

Q They subsequently became employees of the New York dental depot, did they not, that is, the Healthco dental depot?

A They subsequently became employed, I believe, by the S.S. White Company.

Q Their employment was pursuant to an employment contract, was it not?

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A I believe so.

MR. HARTZELL: Which employment?

MR. SIRIGNANO: This is employment with Healthco.

MR. HARTZELL: The current one?

MR. SIRIGNANO: Yes.

Q As far as you know, if you know, did that employment contract call for them to dissolve the operations of National Dental Supply Company?

A I'm not familiar with it at all.

Q Mr. Singer, I would like to direct your attention to the answer to interrogatory No. 4.

MR. HARTZELL: This is on the original?

MR. SIRIGNANO: On the original.

I will read into the record the interrogatory itself.

MR. LUBUNSKI: Interrogatory 4 reads:

"State Healthcare's contention as to the identity of its ten major competitors engaged in the sale of dental products in metropolitan New York to dentists, dental laboratories, institutions and governmental agencies."

Q I direct your attention to the answer.

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MR. LUBLINSKI: The answer states:

"It is not possible to identify Healthcare's ten major competitors, since its major competitors number many more than ten. Among Healthcare's major competitors are the following:"

Q There follows a list of company names. On that list is included the name, Certified Dental, described in your answer as a major competitor.

Certified Dental is no longer in business, is it?

A I honestly can't answer that.

Q Walter Dental Supply is listed as one of the major competitors. Are you familiar with that company?

A I know Walter Dental. I'm familiar with the name, yes.

Q Does it still rank among Healthco's major competitors?

A I would say it's a major competitor, yes.

Q That is located in Hackensack, New Jersey, is not not?

A I believe so, yes.

Q Prior to its moving to Hackensack, it had its headquarters in Times Square, New York, is that not so?

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A I believe that's correct.

Q Hackensack is also where Sechter has its main facilities, is that correct?

A That's correct.

Q Are you familiar with Ark Dental Supplies, listed here as a major competitor?

A I know of them, yes.

Q That is a mail order house, is it not?

A I believe primarily, but I don't know what other activity they are engaged in.

Q Essentially it sells sundries, does it not?

A I believe it sells sundries, plus equipment items.

Q Are you familiar with Kent Dental Supply Company listed as a major competitor?

A Yes, I know of the name, yes.

Q Do you consider it to be a major competitor?

A Yes.

Q Would you consider a company which had annual sales in the metropolitan-New York area as defined in the government's complaint of less than $10,000 to be a major competitor?

A I would consider anybody who does business in the New York area a competitor.

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Q These companies have been characterized as major competitors. If a company sold $5,000 worth of sundries in one year, would you --

MR. HARTZELL: They have been characterized as among Healthcare's major competitors.

Q If you learned that Kent Dental Supply sold only $10,000 worth of sundries in the metropolitan-New York area in the course of one year, would you still consider it to be a major competitor of Healthco?

A If I learned that they did less than that?

Q If they sold less than $10,000 a year in dental sundries, would you still consider Kent to be a major competitor?

A That would again depend on the source of the information. If it was factual, I would possibly re-classify them.

Q What volume of sales would you think a company would need to rank as a major competitor?

MR. HARTZELL: By whose definition of major competitor?

MR. SIRIGNANO: We asked the question major competitor and apparently it was understood well enough to be answered here.

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On the basis of what your understanding was when you affixed your signature to these interrogatories.

MR. HARTZELL: If you can answer.

A I would say anybody who did business in the vicinity of possibly 100,000 up.

Q You have listed Nationwide as one of your major competitors. Are you still of the opinion that they are?

A Am I still of the opinion that they are?

MR. SIRIGNANO: Strike that question.

Q You are familiar with Nationwide listed here in your answer.

A Yes.

Q They are a mail order house, are they not?

A I believe they are a mail order and possibly other business.

Q Generally, is equipment sold by mail, Mr. Singer?

A It depends on the equipment.

Q What items of equipment, as far as you know, are not sold by mail?

A I would say basically the major equipment may not be sold by mail, although it could be a lead on by

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mail.

Q Do you know of any instance as far as you know in which major equipment has been sold by mail?

A Do I know of any?

Q Yes.

A Not of my direct knowledge.

Q Essentially, how do these mail order houses work, to the extent that you know?

A Through catalogs and general mailers.

Q They send catalogs out to dentists?

A That's correct.

Q The dentists orders as one normally does from a mail order catalog?

A I would say basically.

Q So far as you know, most of them require cash payment with the order, is that correct?

A I'm not familiar with all the terms of the various mail order catalogs.

Q As far as any of them that you know about, don't they require cash payments?

A It varies. Some do and some don't.

Q Buy-Rite is also a mail order house, is it not?

A I believe so.

Q The mail order houses which we have discussed

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here so far by name do, as far as you know, sell predominantly sundries, do they not?

A They sell sundries, but they also sell equipment and some of them presently are going into the sale of teeth.

Q I'm sorry, I did not hear that.

A Are going into the sale of teeth. They are broadening their scope of operation.

Q One of the companies you named as a major competitor is Veratex. Can you tell me what you know about Veratex?

A I know they are very active in the mail order business.

Q What do they sell?

A Dental supplies and paper products.

Q When you say dental supplies, what kind of variety of dental supplies?

A I believe it's the general merchandise and paper products.

Q Do they sell the general variety of sundries which are normally sold by a dental dealer or particular items?

MR. HARTZELL: I will object to the form of the question.

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Q Let me backtrack a bit, Mr. Singer.

The previous mail order houses that we mentioned usually purchase catalogs. Have you had occasion to examine those catalogs?

A I've seen them from time to time, yes.

Q Those catalogs generally describe virtually the whole gamut of sundries of a type which you presently sell, is that correct?

A To the greater extent, yes.

Q Is that true of the items sold by Veratex?

A I can't honestly say. I don't recall.

Q How about Rochester X-Ray, also listed here as a major competitor?

A Right.

Q What items does it sell?

A I believe they are primarily x-ray material.

Q You say x-ray material. X-ray film, that is?

A X-ray film and supplies.

Q For use in taking x-rays?

A That's right.

Q No other dental sundries?

A I'm not familiar with it.

MR. LUBINSKI: Mr. Reporter, we ask to mark this document Plaintiff's Exhibit 4 for

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identification. This is a preliminary prospectus dated March 31, 1970 of the Healthcare Corporation.

(Preliminary prospectus dated March 31, 1970 of the Healthcare Corporation, marked Plaintiff's Exhibit 4 for identification as of this date.)

BY MR. SIRIGNANO:

Q Will you examine this?

MR. HARTZELL: You want him to look at it?

MR. SIRIGNANO: Yes.

MR. HARTZELL: It is pretty big.

MR. SIRIGNANO: I am not asking him to read it.

Q Have you ever seen this document or a similar copy of this document?

A No, sir.

Q Were you aware of the filing of a preliminary prospectus with the SEC by Healthcare?

A Only indirectly.

Q What do you mean by indirectly?

A Just through general conversation I heard.

MR. SIRIGNANO: You wouldn't care to stipulate that this is a preliminary prospectus of Healthcare? It would save us the preparation

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of a demand for admissions.

MR. HARTZELL: We'll stipulate that this is what it purports to be.

MR. SIRIGNANO: Thank you, Mr. Hartzell.

(Whereupon, at 12:05 p.m., a luncheon recess was taken.)

oOo

AFTERNOON SESSION

1:25 p.m.

ALBERT R. SINGER, resumed the stand and testified further as follows:

EXAMINATION (cont'd) BY MR. SIRIGNANO:

Q Mr. Singer, I would wonder if you would name the managers of the present Healthco branches in the metropolitan-New York area --

A It's Herman Zuckerman.

Q Where is he?

A Z-u-c-k-e-r-m-a-n.

In Hebard, White Plains.

Fred Stone, S-t-o-n-e, at Sechter Dental.

And Irwin Kalik, K-a-l-i-k, at Hebard Metro.

Albert Singer at Rower Dental Supply, New York.

Q Each of these is now an operating division of

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Healthco, is that correct?

A I believe it's worded, each of them are DBA, doing business as Healthco, Incorporated, DBA, Rower Dental Supply, Hebard Metro Dental Supply, Hebard Dental Supply, Sechter aps Dental Supply.

Q You mentioned earlier that Mr. Kalik also has the title of -- is the regional manager for the New York region.

A That's correct.

Q Are there any other personnel in the metropolitan-New York area who have titles or shall we say jurisdiction which covers more than one depot?

A Yes.

Q Who are they?

A Fred Stone.

Q What is his job?

A He is a sales manager.

Q For the entire area?

A Well, only insofar as -- well, they have some responsibility. Basically his job is to setup sales meetings and aps clinics, but --

Q Will you describe what goes into a sales meeting in a clinic?

A A sales meeting is a meeting between the

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salesmen and their local management which would be myself, and possibly some manufacturers.

Q What would the purpose of the meeting be?

A To discuss internal problems, certain situations with regard to the sales department, collections, and review new products.

Q Is this where the manufacturers would come in?

A On occasion, manufacturers are invited to attend.

Q What does the manufacturer's representative --

A Present their new products.

Q To the salesmen?

A And review their products to the sales personnel.

Q You mentioned the word clinics. What does that involve?

A Periodically, not too frequently, we may have some manufacturers come in and demonstrate their products in the depot.

Q Would that be to the Healthco personnel or --

A No, to dentists.

Q To dentists?

A Right.

Q How well attended are these?

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A Very poorly.

Q In addition to Mr. Kalik and Mr. Stone, are there any other of the Healthco personnel in any of these depots who have duties which cover more than a single depot?

A Yes. Sid Eisenberg.

Q What are his duties?

A Institutional sales, government and institutional sales.

Q Any other?

A Norman Berkowitz.

Q His position?

A Equipment sales.

And I think that's it.

Q How about on service? Is there a service manager for the entire area?

A No.

Q Each depot has its own individual service --

A Right.

Q -- without any single --

A Right.

Q Mr. Singer, I will direct your attention to an item in the prospectus, the top of page 14.

I will ask Mr. Lublinski (ufs) to read into the record the statement.

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MR. LUBLINSKI: "The division also provides installation and maintenance services for dental equipment and assists in arranging financing with respect to purchases of equipment. Certain of the companies in the division provide prospective and existing customers management and planning services, such as office layout, time and motion and productivity studies and expense and inventory control procedures."

Q Can you tell me, Mr. Singer, whether the New York depots in the metropolitan-New York area are among the depots that provide this type of service?

A Do you mind if I read it?

Q No. Take your time.

A Installation, we do provide.

Maintenance services, we provide.

We will -- we won't arrange financing, but we will tell the dentist where he might go to obtain financing.

We don't get involved in customers management.

We do offer planning service.

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We don't get involved to any extent in time and motion and productivity studies.

And to my knowledge, we don't get involved in expense and inventory procedures.

I'm only speaking about Rower, New York. I cannot speak for the other locations.

Q Mr. Singer, I would like to direct your attention to your answer to interrogatory No. 9 which has to do with Healthco's major competitor in the dental supply business throughout the country.

A Yes, sir.

Q The companies named there all operate chains of dental dealers throughout the country, is that so?

A To my knowledge, they do, yes.

Q As far as you know, do any of these five companies have as many depots throughout the country as Healthco?

A I couldn't honestly answer that question.

Q Do you know of any of the five that has as many as 58?

A I couldn't give you a factual answer on that.

Q You just don't know?

A I just don't know.

Q Which of these five companies have branches

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which operate depots which compete with any of the depots in the New York area?

A I believe it's my opinion that Litton and Condesco and S.S. White.

Q Litton got into this business relatively recently, isn't that so? They purchased a chain of dental supply stores from Dentsply, isn't that correct?

A I believe that's correct.

Q Dentsply is a manufacturer, isn't it?

A Yes, they manufacture.

Q In addition to being a manufacturer, it operated a chain of dental dealers in various parts of the country?

A I believe that's correct, yes, sir.

Q When they operated those individual dental stores throughout the country, they handled not only the products of the parent company, but those of other manufacturers, isn't that so?

MR. HARTZELL: Are you talking about Dentsply now?

MR. SIRIGNANO: Yes, the chain which ultimately became Litton.

A I believe that's an accurate statement.

Q S.S. White is also a manufacturer which

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maintains dental supply stores, does it not?

A Yes.

Q They operate one in northern New Jersey, I believe, do they not?

A I believe that's correct.

Q That, too, carries products not only of its parent, but also of other manufacturers?

A I would assume they do, yes.

Q The third one you mentioned in the New York area is ~~Cenasco~~. Condesco ALS

A Condesco.

Q Where in the metropolitan-New York area do they operate a branch?

A I believe they operate a branch in Philadelphia that does come into the territory served by Sechter Dental.

Q Generally, do dealers in Philadelphia come into the metropolitan-New York area?

A I can't answer generally. I mean, as far as Condesco is concerned, I know that they do.

As far as any others in Philadelphia, it's possible.

Q Healthco has a branch in Trenton, New Jersey, is that correct?

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A I don't believe they have a branch in Trenton, New Jersey.

Q Do they have one anywhere in southern New Jersey?

A Not to my knowledge.

MR. LUBINSKI: Mr. Reporter, we ask you to mark these documents Plaintiff's Exhibits 5A, B, C and D. They include four letters between Michael M. Feinstein and an attorney at the FTC.

Exhibit 5A is a letter of seven pages from Michael Feinstein to the FTC, and Exhibits 5B, C and D are one page each.

(Four letters between Michael M. Feinstein and the FTC, marked Plaintiff's Exhibits 5A, B, C and D for identification as of this date.)

MR. SIRIGNANO: I would like to state on the record that these documents were supplied to us by Sullivan & Worcester, attorneys for Healthco in the latter part of 1970. They were supplied voluntarily.

MR. HARTZELL: Do you want the witness to look at these?

MR. SIRIGNANO: Yes.

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MR. HARTZELL: All right. We have looked at them.

Q Have you had an opportunity to read this, Mr. Singer?

A Yes.

Q Have you ever seen any of these documents before?

A I believe so.

Q Did Mr. Feinstein represent General Dental at the time these letters were written?

A No.

Q Who was he representing?

A He represented myself and Mr. Richman.

Q At that time, the two of you constituted the owners of General Dental?

A Yes.

Q Were there any other owners at the time or any other parties that had any interest in General Dental at the time?

A No.

Q Perhaps this is already on the record, but I want to get it clear in my own mind.

You and Mr. Richman each purchased your interest in General Dental at $50,000 each?

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A Right.

Q Was there any other consideration paid by you or Mr. Richman?

A No.

Q That constituted the whole purchase price?

A Right.

Q The first document in there is a letter of sever pages which gives information on General and its operations.

Can you tell me whether or not this letter reflects information which you supplied to Mr. Feinstein or Mr. Richman supplied?

A Yes, some of it I believe was supplied, yes.

Q Can you tell me, Mr, Singer, whether General Dental and Healthco as it now operates normally sells waiting room furniture to dentists?

A We don't. Rower Dental Supply does not.

Q Do you know of any of your major competitors among the dental dealers who sell waiting room furniture?

A I know that it is a practice. I can't be specific as to who might do it.

Q Would it be a fair statement that generally waiting room furniture is not among the items that a dental dealer sells?

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A That would depend on the dental dealer.

Q Do you know of any dental dealer in the metropolitan-New York area who generally offers waiting room furniture, sofas, rugs and furnishings which you would find in the waiting room of a dentist?

A Specifically, no.

Q Do you know of any dental dealers who generally sell television sets or radios to dentists?

A No.

Q How about linen, is the linen which a dentist may use normally part of the dental supplies sold by dental dealers?

A I can only speak for Rower New York, and in Rower New York, we don't.

Q Do you know generally whether any other dental dealers in New York generally do supply linen?

A I can't honestly answer the question.

Q But you don't know any specifically who do?

A Not specifically, no.

Q Apart from the actual possible purchase of linen, the services which may pickup, launder linen and deliver linen to dentists is generally not included in the services provided by a dental dealer, is that so?

A I would say that's not usually the case.

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Q How about office business machines, typewriters, adding machines, would those be usually sold by a dental dealer?

A I can only refer to our own operation. We don't.

Q Do you know of any dental dealer who does?

A Not of my direct knowledge.

Q Are there any other products which to your knowledge might be generally found in a dentist's office which generally are not sold by dental dealers?

A That are generally not sold by dental dealers?

Q Yes.

A Not that I can recollect.

MR. HARTZELL: How about magazines?

THE WITNESS: Yes, magazines, that's true. There are some subscriptions for magazines, yes, through a dental dealer.

MR. HARTZELL: Are there?

THE WITNESS: Yes.

Q What magazine subscriptions do you get through a dental dealer?

A I think its called Dental Digest. I'm not sure. But there is a magazine that the dentist does subscribe to and it is billed through a dental dealer.

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Q Speaking of magazines, what trade publications are there that you know of in the dental products field?

A That cater to the dental profession?

Q No, I am speaking particularly of dental dealers and dental manufacturers.

A There is a magazine called Proofs.

Q Do you subscribe to it or does your company subscribe to it?

A It's not a subscription. I mean, it is a gratis type of thing. You don't pay for it.

Q It is received regularly by dental dealers?

A Yes.

Q Are there any other trade publications or periodicals as far as you know?

A In dental items, Dental Industry News.

Q What does that cover?

A Various articles of dentistry and advertising for manufacturers.

I believe there is an item called Dental Items of Interest. There are a number of them. Some of them escape me at this particular time. I would say there is four or five.

Q The American Dental Trade Association puts out publications to the dental product trade, does it not?

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A What type of --

Q For instance, every year the ADTA puts out -- publishes compilations of sales by dental dealer members, does it not?

A They put out a publication. It's broken down by sales. It's not broken down by dealers per se.

Q These sales figures, they are based, however, on reports made by dealer members by ADTA, are they not?

A I believe that's correct.

Q Do you have any familiarity, Mr. Singer, with the bidding procedures of government agencies, hospitals or any institutions in their purchases of dental equipment or dental products?

A Nothing specific other than the fact that we receive bids.

Q Generally, what are the institutions which normally put out bids?

A They are numerous. I mean city --

Q Describe them by class.

A Hospitals, federal clinics, narcotics clinics, BOCES.

Q How about dental colleges?

A Dental colleges, plumbing concerns, electrical concerns.

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Q When you say plumbing concerns and electrical concerns, how do they consume dental supplies?

A There are many occasions when a bid goes out and included in the plumber's bid or electrical bid is the equipment for the particular installation.

Q In other words, in that instance --

A Subcontractors.

Q In other words, a contracting company might contract for a building which would contain a dental center in it and they would require that it go out for subcontract under equipment and supplies?

A That's correct.

Q Generally when one receives a bid of this type, would you be familiar with who else is bidding on it?

A No.

Q Generally, do you learn who actually ultimately receives the bid in the event you do not?

A Occasionally.

Q On occasions, manufacturers do make direct bids on this type of material, do they not?

A I believe that's correct.

Q Generally, if a manufacturer makes a bid, is it not a common procedure that if a manufacturer receives a bid the actual installation and the servicing goes

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through that manufacturer's local dealer?

A Generally?

Q Yes.

A Not necessarily. I am not that familiar with it as being a common practice.

Q Is there such a practice?

A Again, to my direct knowledge?

Q Yes.

A To my direct knowledge, not that I have personally been involved in.

Q You know of instances in which a manufacturer which wins a bid from an institution does arrange for servicing of that bid through the local dealer.

A Not that I know of, no.

Q I would like to direct your attention to interrogatory answers 1-f afs and 8, which deal with the major suppliers of the companies acquired by Healthco and with Healthco's major suppliers nationally.

A That's in the first interrogatory?

Q Yes.

The first name on the list is Ritter. Are you familiar with Ritter?

A Yes.

Q What products do they manufacture?

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A They manufacture dental equipment.

Q How about dental supplies, that is, sundries?

A No, I would say that there is very few items of dental supply that they manufacture.

Q Ritter is a company that has changed its name recently to Syborn, is that correct?

A I believe that's right.

Q Under both names, they also operated a chain of dental dealers, did they not?

A I believe they did, yes.

Q And like the chains operated by S.S. White and Dentsply, this individual dealer also carried a full range of products by other manufacturers, is that correct?

A I believe that's correct.

Q Dentsply, you have already identified as a manufacturer. Can you tell me what they manufacture?

A Teeth and equipment and supplies.

Q Can you tell whether or not Ritter presently has salesmen soliciting business from dentists or dental laboratories in New York, the metropolitan-New York area?

A Not to my knowledge.

Q How about Dentsply?

A Soliciting business from what type of classification?

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Q From dentists and dental laboratories in the metropolitan-New York area.

A Dentsply does, yes.

Q How? They have salesmen in the area?

A Yes, they do.

Q They call on dentists?

A Yes.

Q Do they actually take orders for equipment and supplies?

A They could, yes.

Q When they do so, those are billed through the local dealer, aren't they?

A Yes.

Q The next name is Justi. What do they manufacture?

A Teeth and supplies, and I believe they have a few equipment items.

Q Do they make any direct sales in the metropolitan-New York area to dentists or dental laboratories?

A I can't honestly answer that. It's conceivable that there would be direct sales made by Justi, and I might even say Dentsply Company on large accounts which I may not be familiar with. But I will say generally

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their orders are taken and billed through a dealer.

Q Can you tell me of any instance -- in fact, looking through all those names in answer to 1-i afs and 8, do any of these manufacturers generally sell directly to dentists or dental laboratories except in the circumstances where, if such an order is made, it would be billed through a dealer?

A I can't make a categorical statement on the whole list. I would have to go through them.

Q All right, let us take them one at a time, please.

L. D. Caulk.

A Not to my knowledge.

Q S.S. White, we mentioned previously is a manufacturer which operates a dental dealer in northern New Jersey.

A Right.

Q Apart from sales made by its dental dealer subsidiary, does it do any direct solicitation of business in New York, metropolitan-New York area?

A None that I'm aware of.

Q Kerr, what kind of products do they manufacture?

A Kerr manufactures supplies and equipment.

Q Do they do any direct solicitation of business

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from dentists and dental laboratories in New York?

A Yes.

Q Eastman Kodak?

A That one I cannot venture an opinion on.

Q What products which you carry are manufactured by Eastman Kodak?

A Dental x-ray film and accessories.

Q Do you know of any instances in which they have -- any specific instances in which they have made sales directly to dentists?

A Specifically, no.

Q Astra?

A Astra is another one that I cannot make a direct statement on.

Q Again, you know of no instance --

A No.

Q Johnson & Johnson, can you tell me what products do they manufacture which a dental dealer will normally carry?

A Mostly supplies, cotton goods, gauze.

Q Do they directly solicit business from dentists?

A Yes. That's another one that I cannot say that they do not sell directly, although I can't say they

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do sell direct either.

Q The next name is Star. What products do they manufacture?

A Supplies and equipment.

Q Are they engaged in direct solicitation of business from dentists?

A Yes.

Q And dental laboratories?

A Yes.

Q Are those billed through the dealer?

A I would have to say most of them are. I cannot say again that they do not sell direct.

Q Do you know of any specific instances --

A No.

Q Dentsply International, is that a different company from Dentsply?

A I don't believe so.

Q Dental Eze?

A They make equipment and they also have some sundry items.

Q Do they make direct sales to dentists and dental laboratories in the New York area?

A They solicit.

Q But when orders are gotten, it goes through

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a dealer, does it not?

A To the best of my knowledge.

Q Mr. Singer, I would like you to examine on page 43 the alphabetical list of manufacturer members of the American Dental Trade Association.

Would it be a fair statement that most of the major manufacturers of dental products are members of the ADTA?

A I can't venture an opinion on that as far as the major manufacturers are concerned.

Q I would like you to look down that list of manufacturers. Can you tell me which of these manufacturers, as far as you know, are soliciting direct sales from dentists or dental laboratories in the New York area without billing them through dealers?

A Does this include institutions and government agencies?

Q No. I am confining it to just dentists and dental laboratories.

A Julius Aderer afs

Q What does that company manufacture?

A They sell gold.

Q Do they sell sundries?

A And some sundry afs supplies and some equipment.

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Q What kind of equipment and sundries?

A They sell some articulators and other accessory items that are basically used by dental laboratories and dentists who run a laboratory.

Q They make direct sales to dentists?

A Yes.

Q They do not sell the so-called heavy equipment to dentists?

A They also sell furnaces and ovens and curing units.

Q This is laboratory equipment?

A It can be used by both dentists and laboratories.

Q When you say dentists, it is a dentist who does his own laboratory work?

A Who does his own laboratory work or has a technician on the premises.

Cosmos, I believe, sells direct.

Q What products does Cosmos manufacture?

A Items for dental laboratories primarily.

Engelhard Industries.

Q What do they manufacture?

A Gold and other products for dental laboratories.

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Handler, H-a-n-d-l-e-r, Manufacturing Company.

Q What products do they --

A Equipment basically for dental laboratories.

J. F. Jelenko Company.

Q What do they manufacture?

A Gold and equipment.

Q What kind of equipment, sir?

A Dental laboratory equipment and supplies.

Q Laboratory supplies?

A Laboratory supplies to the greatest extent.

I believe Myerson Teeth will sell directly to a laboratory.

Q They are a manufacturer of teeth?

A Right.

It is also my opinion that Precious Metals Research will sell direct.

Q What products do they sell?

A Gold and laboratory supplies.

Universal Dental, I believe will sell direct.

Q What products do they sell?

A Dental teeth.

Q Laboratories?

A Laboratories, basically.

And I believe Wolf Dental Film Mount Corpora-

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tion also has some direct selling.

Q What products, sir?

A X-ray products.

Q You say x-ray products, film.

A Not film. It would be holders, film holders, accessories.

Q Accessories? Not x-ray film?

A Not necessarily x-ray film. Accessories.

Q I am not sure if it is on the record. The publication you have been looking at is the '68-'69 ADTA directory, Mr. Singer?

A '67-'68.

Q I have the 1969-1970 list.

MR. SIRIGNANO: Off the record.

(Discussion off the record.)

Q Mr. Singer, I ask you to look at this second directory, the ADTA, showing manufacturing members for the years 1969 and 1970.

I want you to look at that list and I ask you the same question, are there any manufacturers on that list who, to your knowledge, are soliciting direct sales of dentists and dental laboratories which are not billed through dental dealers?

A This pencil list is the additional dealers?

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Q Yes, for your convenience, to save yourself the trouble of looking through the entire list.

A Astra, I can't venture an opinion of. The ~~Sandixon~~ SAM DIXON afs Company, I can't venture an opinion on.

And the rest of them, I would say, is a fair statement.

Q Mr. Singer, I want to direct your attention to your answer to interrogatory 25. I will ask Mr. Lublinski afs to read into the record the introductory language to your answer.

MR. LUBLINSKI: afs "The names of manufacturers which, on information and belief, employ direct sales representatives in the New York area are set forth in Rider 25A, annexed hereto. Defendant does not have available such information to identify each representative or to state the addresses of the representatives. Nor does the defendant know whether the attached rider identifies all such manufacturers, and the rider, therefore, does not purport to be a complete list

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of all of those so engaged. Defendant does not know all classes of customers to whom each sells, but has set forth in Rider 25A the principal customers to whom it believes such sales are made."

Q I ask you, Mr. Singer, to examine the rider which contains this list.

A Yes, sir.

Q Mr. Singer, are all the names on this list meant to represent companies which are soliciting direct sales and selling directly to dentists and dental laboratories in New York?

A To the best of my knowledge.

Q Let us go through it.

The first name on that list is American X-Ray Company. What products does it produce?

A X-ray machines.

Q Does it solicit sales directly from dentists and dental laboratories in New York?

A To the best of my knowledge.

Q Are they billed through a dealer?

A Not to my knowledge.

Q In any of these instances, are these companies companies which bill through dealers?

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A There are some who do bill through dealers, but also sell direct.

Q The first company does not sell dental equipment and sundries then apart from x-ray machines?

A I don't believe so.

Q Arista Surgical Company. What products do they sell?

A Basically instruments, dental instruments. I would say the bulk of their sales are on a direct basis.

Q They do not sell generally other equipment or sundries?

A Not to my knowledge.

Q Teeth or gold?

A No.

Stern Dental Company?

MR. HARTZELL: You are not going to go through the whole list, are you?

MR. SIRIGNANO: I am afraid so. You have no documents. We want to find out. We want to find out exactly what products were being sold.

MR. HARTZELL: All right.

A Stern Dental would be gold, dental laboratory equipment and supplies.

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Q The next on the list --

MR. HARTZELL: Do you want him to just go through it and identify?

MR. SIRIGNANO: Yes.

THE WITNESS: Szabo Company, Incorporated, basically gold.

Q Before we continue, would you also note in going through these whether or not they also sell through dental dealers.

A Yes.

Leff Dental Gold, Incorporated.

Q What are its products?

A They sell gold to dental laboratories.

Q Do they sell through dealers?

A Not that I know of.

Prestige afs Cabinet Corporation of America, P-r-e-s-t-i-g-e, dental cabinets direct to dental laboratories and dentists.

Q Do they sell through dealers?

A Not tc my knowledge.

Siemens Manufacturing Company, dental equipment.

Q What type of dental equipment?

A X-ray units, chairs, lights, sterilizers,

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hand pieces, a complete complement of dental equipment.

Q Do they sell to dealers?

A No.

Grenz X-Ray Company, x-ray equipment. They sell through a dealer, but they also sell direct.

Unitek Corporation, orthodontic supplies, all direct.

Q What are orthodontic supplies?

A That's for orthodonture in the mouth for space maintenance. It has to do with straightening out the teeth basically. It's a very big business. Direct.

Ormco, O-r-m-c-o, Manufacturing Company, again orthodonture supplies. Primarily direct. There are a number of items that they may sell through a dealer.

Rocky Mountain Manufacturing Company, specialty supplies, orthodonture and some other type of dentistries which escapes me at the moment. Primarily direct. There are a number of items that they may sell through a dealer.

Union Broach Company, they cover a very wide scope of items. They are direct and through dealers.

Q What type of items?

A Almost everything in dentistry.

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Q Equipment, sundries?

A Primarily sundries, al hough they have some small equipment items.

Sultan, S-u-l-t-a-n, Chemical. That's dental solutions, drugs.

MR. HARTZELL: How about Zahn?

THE WITNESS: Oh, Zahn Dental.

Q Zahn is a dealer, isn't he?

A He is a dealer and he is also a manufacturer and distributor.

Q What products?

A For dental laboratory supplies. He sells direct.

Sultan, S-u-l-t-a-n, Chemical, direct and through a dealer.

Q What products?

A Medicines, medicaments, solutions.

Belvac, B-e-l-v-a-c, Tooth Company, primarily teeth.

Q That would be primarily to laboratories?

A Yes. On a direct basis.

Pyramid, P-y-r-a-m-i-d, Gold, primarily gold on a direct basis.

Dentorium, D-e-n-t-o-r-i-u-m, teeth. They are

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sold direct.

Superba, S-u-p-e-r-b-a, Company, Incorporated. They make sundry items, hand pieces, other specialty items. They will sell direct and they will go through a dealer.

National Keystone, makes items for primarily laboratory, but also dentists and they will sell direct and through a dealer.

Q What type of products?

A Hand piece burs, chucks, wheels, discs. They've got a catalog of around 25 pages. They probably handle 500 items.

Intermatron Productions, Incorporated. They make furnaces. They sell direct.

Q To laboratories?

A Laboratories or in some cases where dentists have laboratories. I would say primarily laboratories.

Miltex, instruments and supplies, both direct and through dealers.

Frank Misdom, M-i-s-d-o-m -- Misdom, Frank, primarily dental instruments. They will go through direct and through a dealer.

Regal, R-e-g-a-l, Company is paper products. They go direct.

B&L Dental have a tooth line. They sell

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direct.

C. B. Schwed, S-c-h-w-e-d, instruments, drills, burs, files and reamers. They will go direct and they also go through a dealer.

O. Suter, S-u-t-e-r, Company. They escape me at this time what they sell. They go through direct.

Taub, T-a-u-b, Company. They make supplies, primarily laboratory supplies. They sell direct to laboratories.

Wolf X-Ray Corporation, x-ray accessories, some small equipment items. They will both sell direct and through a dealer.

Bar-Ray, ~~B~~ a-r-r - R-a-y, Corporation, lead shields, dark room equipment, x-ray tanks, thermostatic valves, thermostatic heaters. They will go direct and through a dealer.

Rand, R-a-n-d, Company, toys, novelties, hand pieces, paper products, cotton goods. They will sell both to a dealer and direct.

Zenilman, Z-e-n-i-l-m-a-n, Company, primarily novelties and toys. They sell both direct and through dealers.

Q Where do novelties and toys deal into the dental products field?

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A The dentists give them away to the children when they come in, It's a very big business. It's surprisingly large.

Pfingst, P-f-i-n-g-s-t, Incorporated, instruments, some equipment and supplies.

Q What type of equipment?

A Amalgamators -- primarily amalgamators and I think they have some other -- I think they have some water heaters, water baths. They will go direct and through a dealer.

Cosmos, C-o-s-m-o-s, Incorporated, stones, plasters, investments.

Q What are those products used for?

A Making impressions. They will go direct and through a dealer.

Elned, E-l-n-e-d, Company, primarily toys and novelties. They go both ways, direct and through dealers.

Peerless, P-e-e-r-l-e-s-s, Appliance Company, parts, hand piece items, trays, adjustable arms, rheostats, and equipment accessories. Direct and through dealer.

Emesco, E-m-e-s-c-o, equipment and sundry supplies.

Q What type of equipment, sir?

A Motors, engines, lab plates. Supplies,

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they've got hand pieces, hand piece parts, burs, diamonds. They will go direct and through a dealer.

Hooker, H-o-o-k-e-r, Dental is a special company. They handle many items, patient's aprons, lead shields, a myriad of items. They are direct and through dealers.

Interstate Dental Manufacturing Company, instruments and miscellaneous supplies. Direct and through a dealer.

Stratford-Cookson, C-o-o-k-s-o-n, Dental, basically plasters and investments, direct.

Plastodent, P-l-a-s-t-o-d-e-n-t, primarily stones, plasters and investments. Direct and through a dealer.

Elman, E-l-m-a-n, Incorporated, they make an electro-surge unit and electro-surge accessories.

Q What are those units used for?

A That's for surgery in the mouth where they got to cut down tissue or treat tissue. Direct.

Goliath, G-o-l-i-a-t-h, Hall, H-a-l-l, Incorporated, primarily toys and novelties. Direct and through a dealer.

Graham, G-r-a-h-a-m, Chemical, anesthetic and sundry supplies. Direct and through a dealer.

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Vick, V-i-c-k, Chemical Company, solutions, medicinals, direct.

Ceramco, C-e-r-a-m-c-o, gold and laboratory supplies. Direct.

N.I.I. Industries, laboratory benches. Direct.

Serma, S-e-r-m-a, the products escapes me at this time as to what they do. I know the company. I know they sell direct. I believe they sell equipment items.

Q What type of equipment?

A I believe they have their own unit and I believe they have some other small equipment items, but I'm not 100 percent positive.

Meditentia, M-e-d-i-t-e-n-t-i-a, that's uniforms, aprons, lead aprons. Direct.

Implant, I-m-p-l-a-n-t, Research is a specialty company that has their own technique with regard to implants that requires certain equipment and specialty supplies. They sell direct.

Professional Manufacturing Company -- I am going to have to get back to that.

Cameron, C-a-m-e-r-o-n, Miller is an electro-surge unit. They sell direct.

Ormont, O-r-m-o-n-t, Drug is a -- I don't know how to describe it. I would call it an instrument that's

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used for anesthesia and they sell direct and through dealers.

Medical Gases is oxygen, nitrous oxide. They sell direct.

Howmedica, H-o-w-m-e-d-i-c-a, is a large laboratory manufacturer of a very broad line of laboratory supplies and equipment that sells direct.

Jectron, J-e-c-t-r-o-n, Val, V-a-l, Plast, P-l-a-s-t, & Flexiplast, F-l-e-x-i-p-l-a-s-t, have laboratory equipment, furnaces and treatment machines that are sold direct.

Q A treatment machine is a piece of laboratory equipment?

A Yes. That's where they take a denture or a finished denture and put it in the furnace or the treatment machine to cure it and to harden it and whatever takes place in there under pressure.

Noble, N-o-b-l-e, Metals is basically gold. And American Gold Company is basically gold. And they sell direct.

Titan, T-i-t-a-n, Luxene, L-u-x-e-n-e, Meyerson, M-e-y-e-r-s-o-n, Kenson, K-e-n-s-o-n, all handle teeth on a direct basis and Titan has items that he sells to dentists such as burs, diamonds and various

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other sundry items.

Dymon, D-y-m-o-n,-Hue, H-u-e, I believe, sells teeth direct.

Scotch, S-c-o-t-c-h, Dental Corporation escapes me at this moment.

American Thermocraft, T-h-e-r-m-o-c-r-a-f-t, laboratory equipment, which they sell direct.

Corning, C-o-r-n-i-n-g, they have WAXES AND ~~waters~~ that they sell direct and also through dealers.

Dedeco, D-e-d-e-c-o, are wheels, discs, items used for grinding that are sold direct and through dealers.

Foredom, F-o-r-d-e-o-m, lab engines and also engines used by dentists and I believe they also make a lathe and some other specialty equipment items that they sell direct and through dentists.

Nobilium, N-o-b-i-l-i-u-m, Products is laboratory supplies that they sell direct.

Precision Dental is instruments that they sell direct.

Ticonium, T-i-c-o-n-i-u-m, is teeth that they sell direct.

Repels, R-e-p-e-l-s, I can't give you the background on that at this time.

Dental Instruments Company, instruments that

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they sell direct to dentists.

Jay Healy, H-e-a-l-y, stone, plaster and investments that they sell direct and they also sell to a dealer.

Perfectone, P-e-r-f-e-c-t-o-n-e, Company makes some specialty items which they sell to both dentists and laboratory.

Lenco, L-e-n-c-o, Bunsen burners, torches, that they sell primarily to laboratories.

Stalite, S-t-a-l-i-t-e, Incorporated. They make sundry supplies and I believe they also have a number of small equipment items that they sell direct and to dealers.

Vernon, V-e-r-n-o-n, Benshoff, B-e-n-s-h-o-f-f, is stones and plasters and investments that they sell direct.

Knickerbocker, K-n-i-c-k-e-r-b-o-c-k-e-r, Plaster, stones, investments and plaster that are sold direct.

Nu-Dent, N-u-D-e-n-t, makes laboratory supply items and some dental sundry items that they sell direct and through dealers.

Professional Equipment Cabinets, dental cabinetry that they sell direct.

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MR. HARTZELL: That is the end.

THE WITNESS: That is the end. There are a few that I missed that I will have to refer to the papers that I have in the office to back them up.

MR. SIRIGNANO: Can we take a five minute break?

(Short recess.)

MR. SIRIGNANO: Mr. Hartzell, your witness.

MR. HARTZELL: No questions.

(Time noted: 3:00 p.m.)

Albert R. Singer

Subscribed and sworn to before me this 30th day of May, 1972.

Bernard L. Shulberg

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C E R T I F I C A T E

STATE OF NEW YORK)
: ss
COUNTY OF NEW YORK)

I, WILLIAM BLITZ, a Certified Shorthand Reporter and Notary Public within and for the State of New York, do hereby certify:

That ALBERT R. SINGER, the witness whose deposition is hereinbefore set forth, was duly sworn by me and that such deposition is a true record of the testimony given by such witness.

I further certify that I am not related to any of the parties to this action by blood or marriage, and that I am in no way interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 28 day of April, 1972.

William Blitz

WILLIAM BLITZ, CSR

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I N D E X

WITNESSES

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EXHIBITS

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1	Membership list of the American Dental Trade Association for the years 1967 through 1968,	21
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3	Standard Manual of Accounting for Dental Dealers of America put out by the American Dental Trade Association,	25
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compared with 1963. In 1967, yards reporting 1 percent or more of their total sales to home owners and the general public, provided that the sum of such sales plus sales to contractors and builders represented more than one-half of their total business, were classified as retail. In the 1963 Census of Business a minimum of 15 percent of sales to home owners and the general public, and the sum of such sales plus sales to contractors and builders equal to 50 percent or more of the total business, were required to qualify as retail.

EXPLANATION OF TERMS

Establishments An establishment is a single physical location at which business is conducted. An establishment is not necessarily identical with the "company" or "enterprise" which may consist of one or more establishments. Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report was tabulated in accordance with the physical location at which or from which the business was conducted.

Where two or more activities were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment and the entire establishment was classified on the basis of its major activity, with all data for it included in that classification. However, in cases where distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and where conditions prescribed by the Standard Industrial Classification (SIC) Manual[2] for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were reported in the census.

The "number of establishments" shown in this report is the number in business at the end of the census year.

Sales Sales include merchandise sold and receipts from repairs and from other services to customers whether or not payment was received in 1967. Sales are net of deductions for refunds and allowances for merchandise returned by customers. Total sales exclude amounts other than those received from customers, such as income from investment, rental of real estate, etc. They include local and State sales taxes and Federal excise taxes collected by the wholesale establishment directly from customers and paid directly by the wholesale establishment to a local, State, or Federal tax agency. Gasoline, liquor, tobacco, and other excise taxes paid by the manufacturer and passed along to the wholesaler are also included.

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Sales do not include wholesale sales made by manufacturers, retailers, service establishments or other businesses whose primary activity is other than wholesale trade. They do, however, include receipts other than from the sale of merchandise at wholesale (e.g., service receipts, retail sales, etc.) by establishments primarily engaged in wholesale trade.

Although the count of establishments in this report represents the number in business at the end of the year, the sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represent the value of the goods involved in the transactions rather than commissions received or earnings.

EXPLANATION OF COMMODITY LINE TERMS

Commodity line data are presented in this report for four of the five major types of operation which comprise wholesale trade. The four types presented are—

Merchant wholesalers.

Manufacturers' sales branches and sales offices.

Merchandise agents and brokers.

Assemblers of farm products.

Sales of petroleum bulk stations and terminals are not so analyzed in connection with the 1967 Census of Business.

Commodity Line Classifications—Two sets of questionnaires were used in enumerating wholesale establishments in connection with the 1967 Census of Business.

a. Merchant wholesalers, merchandise agents and brokers, and assemblers of farm products—14 different forms. (See Appendix E.)

b. Manufacturers' sales branches and sales offices—11 different forms. (See Appendix E.)

[2] Executive Office of the President, Bureau of the Budget, Standard Industrial Classification Manual, 1967.

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A complete list of commodity line inquiries on forms used in enumerating the former is presented in appendix C, and a list of commodity lines or product classes on the latter appears in appendix D.

Coverage and Limitations of the Data—Respondents were requested to select (from a printed list) the particular commodity lines that applied to their business and to report sales analyses on the basis of records or, where no records were available, on the basis of the best possible approximations. Space was provided for writing in any commodity lines that were not listed on the census form.

Wholesale census questionnaires were designed to group related kinds of business. Form CB-50A was for motor vehicles, automobile accessories, and related trades; Form CB-50E for farm products and related trades; and CB-50M, for scrap, waste materials, and related trades. Commodity lines that appeared on a particular census form were limited to those generally handled by the trade or kind of business. Write-in space, with appropriate instructions, was provided on each of the forms for reporting additional lines of merchandise. Sales of products most important to a trade or business tended to be overstated, while minor items were understated. There was a tendency to lump minor items in to miscellaneous classifications. No exact measure of this type of bias is available, but it is believed to be of a minor order.

Due to tabulating techniques used, some differences may be noted between the sum of geographic division data for a particular commodity line and the total shown for the classification at the U.S. level.

Presentation Rules—Due to the varying degrees of commodity coverage, to the small number of establishments in some trades or geographic divisions, and to the danger of disclosing individual information, the following general rules were adopted in preparing data for publication.

Coverage—In most of the accompanying tables, data are usually limited to kinds of business in geographic divisions where coverage (sales reported by commodity lines) was 70 percent or more.

Minimum number of establishments—Data for a particular commodity line are withheld where fewer than three establishments in the classification reported the particular item. In some cases, the data for the withheld lines are included in the classification "Commodities n.e.c."

Most of the accompanying tables consist of a stub and four data columns. The stub includes the commodity line codes, identification of the kind of business, and commodity line description. To assist in locating items, commodity line codes are shown throughout the tables, and are arranged consecutively within a kind of business or area. Absence of a commodity line (product) code from a particular series means either that the item is not generally handled by the trade or, if handled, only a small amount was reported.

EXPLANATION OF TABLES

Tables 2A and 2B.—These tables differ from all other commodity line tables in that they present "total" sales for broad commodity lines of all establishments based upon and extrapolated from reported commodity line analysis. All other tables in this series presented summaries of commodity line data "as reported," with projections for establishments not reporting the analysis.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, as defined in major group 50 of the 1967 edition of the SIC Manual and as covered in the 1967 Census, includes establishments or places of business primarily engaged in selling merchandise to retailers; to institutional, industrial, commercial, and professional users; or to other wholesalers, or in negotiating as agents in buying merchandise for or selling merchandise to such persons or companies. Importers selling merchandise at wholesale in the United States market and exporters are included in wholesale trade.

Establishments covered by the census were assigned a kind-of-business classification in accordance with the provisions of the 1967 edition of the SIC Manual. However, because in some instances a more detailed classification is required for census purposes than is available in the SIC Manual, additional kinds of business have been identified within the SIC categories.

It should be noted that kind-of-business classifications are not interchangeable with commodity classifications. Most businesses

sell a number of kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or commodity group which is the primary source of the establishment's receipts or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments selling a particular commodity or the sales of that commodity.

For example, the "Groceries and related products" classification excludes establishments selling some food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as "Groceries and related products," some of their receipts may be derived from the sale of nonfood products.

An indication of the extent to which commodities are handled by different kinds of business is available within this report, **Commodity Line Sales, Series BC67-WS.**

The data in this report for a number of SIC groups have been subdivided, making it necessary to arrive at SIC major group totals by addition.

Descriptions of those kinds of business for which data are provided follow.

MOTOR VEHICLES AND AUTOMOTIVE EQUIPMENT (SIC 501)

Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles, automotive parts and accessories, equipment for filling stations and garages, and tires and tubes for passenger and commercial vehicles.

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road type commercial trailers, truck trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use and also selling a limited number of new and used passenger automobiles and trucks at wholesale are classified in Retail Trade, industry 5511.

SIC 5012 is subdivided in some tables into—

"New and used automobiles, motorcycles."

"Trucks and truck tractors—road type."

Automotive equipment (SIC 5013)—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories, and filling station and garage service equipment. Establishments primarily engaged in the wholesale sale of tires and tubes are classified in "Tires and tubes" (SIC 5014).

SIC 5013 is subdivided in some tables into—

Automotive parts, equipment (without machine shop).

Automotive parts, equipment (with machine shop).

Used automotive parts and equipment.

Petroleum products marketing equipment.

Tires and Tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

DRUGS, CHEMICALS, AND ALLIED PRODUCTS (SIC 502)

Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries; paints and varnishes in paste or powder form or ready for use; and chemicals and allied products not elsewhere classified, such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastics materials, rosin, and turpentine. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in "Amusement and sporting goods" (part of SIC 5099).

Drugs, drug proprietaries, and druggists' sundries (SIC 5022)—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, medical, and hospital supplies are classified in "Professional equipment and supplies" (SIC 5086).

SIC 5022 is subdivided in some tables into—

General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales on "Pharmaceuticals, antibiotics, druggists' chemicals, biologicals, botanicals" and "Proprietary products, toiletries, druggists' sundries," and if annual sales volume was $1 million or more.

Specialty-line drugs and toiletries.

and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, tailors, undertakers and related service establishments; transportation equipment and supplies; and other machinery, equipment and supplies not elsewhere classified. Establishments primarily engaged in selling office equipment, and hotel furniture are classified in "Furniture (household, office)" (part of SIC 5021); those wholesaling air conditioning and refrigeration equipment in "Air conditioning and refrigeration equipment and supplies" (SIC 5078); and those wholesaling motor vehicles and motor vehicle parts in "Motor vehicles and automotive equipment" (SIC 501).

Commercial machines and equipment (SIC 5081)—Establishments primarily engaged in selling at wholesale commercial machines and equipment, such as office, store, and business machines and equipment; commercial food service equipment; and fountain and store fixtures.

SIC 5081 is subdivided in some tables into—

Office machines and equipment.

Restaurant and hotel supplies.

Store machines and fixtures.

Construction and mining machinery and equipment (SIC 5082)—Establishments primarily engaged in marketing cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries.

Farm machinery and equipment (SIC 5083)—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm; and dairy farm machinery and equipment. This industry does not include establishments engaged in the distribution of dairy products manufacturing machinery classified in industry 5084.

Industrial machinery and equipment (SIC 5084)—Establishments primarily engaged in marketing industrial machinery and equipment such as metalworking tools, food industries machinery, oil well and oil refining machinery, industrial trucks and tractors (except over-the-road types), printing machinery, and machinery and equipment for other manufacturing industries.

SIC 5084 is subdivided in some tables into—

Food-processing machinery and equipment.

General purpose industrial machinery and equipment.

Metalworking machinery and equipment.

Material handling equipment.

Oil well, oil refining, pipeline equipment.

Other industrial machinery and equipment.

—This classification includes establishments primarily engaged in selling industrial machinery, not elsewhere classified, including: [illegible] welding machines, [illegible] paper and paper [illegible] rubber working machinery, [illegible] cigarette making machinery, and similar specialized industry machinery.

Industrial supplies (SIC 5085)—Establishments primarily engaged in marketing industrial supplies such as valves and fittings; rope and cordage; [illegible] rubber goods; welding supplies; mechanical power transmission supplies, including bearings; industrial valves and fittings; metal containers; industrial leather; and reconditioned barrels and drums.

SIC 5085 is subdivided in some tables into—

General-line industrial supplies.

Mechanical power transmission equipment.

Industrial valves, fittings, equipment.

Welding supplies.

Other industrial supplies—This classification includes establishments primarily engaged in selling a special line of industrial materials or supplies not elsewhere classified, such as reconditioned drums, barrels, abrasives, mechanical rubber goods, rope and cordage, industrial diamonds, bottlers' supplies, and industrial storage batteries.

Professional equipment and supplies (SIC 5086)—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by architects, dentists, engineers, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

SIC 5086 is subdivided in some tables into—

Dental supplies.

Religious and school supplies.

Surgical, medical, and hospital supplies.

Optical and ophthalmic goods.

Other professional equipment and supplies—This classification includes establish-

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ments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, scientific instruments, laboratory equipment, and other specialty-line professional equipment. It also includes establishments selling a combination of professional equipment and supplies, no one of which predominated.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in marketing equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, custodians, shoe repairers, upholsterers, undertakers, and related service establishments.

SIC 5087 is subdivided in some tables into—

Beauty and barber supplies.

Custodial supplies.

Laundry and dry cleaning supplies.

Other service establishment equipment and supplies—This classification includes establishments primarily engaged in selling a specialty line of service establishment supplies such as upholsterers' supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality supplies, and shoe service equipment and supplies. It also includes establishments selling a combination of service establishment supplies, of which no one type predominated.

Transportation equipment, except motor vehicles (SIC 5088)—Establishments primarily engaged in marketing air, marine, and railroad transportation equipment and supplies.

SIC 5088 is subdivided in some tables into—

Aircraft, aeronautical equipment and parts.

Marine machinery and equipment.

Other transportation equipment — This classification includes establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, street cars, buses, tramways, aerial hoists, and horsedrawn vehicles.

METALS AND MINERALS, NOT ELSEWHERE CLASSIFIED (SIC 5091)

Establishments primarily engaged in the wholesale distribution of coal and coke; ferrous and nonferrous metals (except precious metals, industry 5099, and scrap, industry 5093); and miscellaneous nonmetalic minerals (except petroleum, industry 5092).

Coal (part of SIC 5091)—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments having yards and dock space and making sales therefrom at wholesale, as well as coal merchants.

Metals service centers (part of SIC 5091)—Establishments with warehouses primarily engaged in selling ferrous and nonferrous metals semifinished and finished products (sheets, bars, rods, strip, castings, plates, wire and wire products, rails, wheels, bar shapes, structural shapes, piling, pipe, tubing, etc.).

This part of SIC 5091 is subdivided in some tables into—

Ferrous metals service centers.

Nonferrous metals service centers.

Metals sales offices (part of SIC 5091)—Establishments without warehouses primarily engaged in selling ferrous and nonferrous metals and semifinished and finished products (sheets, bars, rods, strip, castings, plates, wire and wire products, rails, wheels, bar shapes, structural shapes, piling, pipe, tubing, etc.).

This part of SIC 5091 is subdivided in some tables into—

Ferrous metals sales offices.

Nonferrous metals sales offices.

PETROLEUM AND PETROLEUM PRODUCTS (SIC 5092)

Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, including liquefied petroleum gas. The principal types of establishments included are petroleum bulk stations and terminals and wholesale liquefied petroleum (LP) gas terminals selling bulk liquid products. Also included are wholesale marketers of crude oil and packaged petroleum goods.

Petroleum bulk stations and terminals (part of SIC 5092)—Establishments providing bulk liquid storage facilities for petroleum products, including liquefied petroleum gas, and primarily engaged in marketing such products at wholesale.

This part of SIC 5092 is subdivided in some tables into—

Gasoline, distillates, and residuals.

Liquefied petroleum gas.

Other petroleum and products establishments (part of SIC 5092)—Establishments without

Books, periodicals, and newspapers (part of SIC 5099)—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material. Establishments primarily engaged in printing and or publishing printed materials are included in the Census of Manufactures.

Farm supplies (part of SIC 5099)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Jewelry, diamonds, and precious stones (part of SIC 5099)—Establishments primarily engaged in the wholesale distribution of jewelry including precious stones and metals, costume jewelry, clocks, silverware, etc.

Art goods, and advertising specialties (part of SIC 5099)—Establishments primarily engaged in the wholesale distribution of art goods, souvenirs, gifts, novelties, and similar products; and advertising novelties and specialties.

Other products (part of SIC 5099)—Establishments primarily engaged in the wholesale distribution of flowers, bulbs, and plants; timber products, such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products except lumber; saddlery and other leather products (except footwear, apparel, and belting); industrial yarns; musical instruments, records, sheet music, musicians' supplies; textiles, canvas products, felt, and burlap (bags); wallpaper; a general line of merchandise; and specialty lines not included elsewhere, such as cork, animal and vegetable oils, and crude rubber.

This part of SIC 5099 is subdivided in some cases into—

Flowers and florists' supplies.

Forest products (except lumber).

General merchandising—This classification includes merchant wholesale establishments selling a general line of merchandise consisting of several of the following lines, no one predominating: Food and related products; dry goods and apparel; furniture and home furnishings; hardware, electrical goods; farm supplies and other hard goods items. (This classification is frequently associated with import and export houses.)

Phonograph records and pre-recorded tape.

Musical instruments and sheet music.

Textile bags, bagging, and burlap.

Other—This classification includes establishments selling a commodity line or variety of commodity lines not elsewhere classified.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to kind of business, each wholesale establishment was classified for census purposes by type of operation according to the ownership of the business, ownership of the goods sold, or character of principal transactions. Establishments in wholesale trade are grouped into five major type-of-operation classifications as shown below.

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account, including farm products merchants who do not buy primarily from farmers. Included here are such types of establishments as wholesale merchants, jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, wagon distributors, retailer cooperative warehouses, terminal grain elevators, and wholesale cooperative supply associations.

Wholesale merchants, distributors—Establishments primarily engaged in buying and selling merchandise in the domestic market and performing the principal wholesale functions—buying, stocking, selling, etc.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. These elevators have sizable space for grain storage and products are received primarily by rail or barge rather than by truck or wagon. Grain elevators buying and receiving products direct from farmers by truck or wagon were classified as farm products assemblers.

Manufacturers' sales branches and sales offices—Establishments maintained by manufacturing and mining companies apart from their plants or mines for marketing their products at wholesale. Establishments such as warehouses selling ferrous and nonferrous metals—metals service

centers—are classified as merchant wholesalers. Manufacturers' branch houses selling electrical appliances primarily to retailers and builders are also classified as merchant wholesalers. Branch houses selling to household consumers and individual users are classified in retail trade. Separate branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices normally do not carry stocks of merchandise for delivery to consumers.

Petroleum bulk stations, terminals, LP gas facilities—Establishments primarily engaged in the wholesale marketing of gasoline, kerosene, distillate and residual fuel oils, liquefied petroleum gases, and other bulk petroleum products. These establishments have facilities for bulk storage of petroleum products and are primarily engaged in selling to retailers, to industrial accounts, and to other distributors.

In some tables separate data are presented for—

Refiner-marketer bulk stations, terminals.
Other bulk stations, terminals.

Merchandise agents and brokers—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, commission merchants, export agents, import agents, selling agents, and merchandise brokers. "Sales," as shown in census publications for agents and brokers, represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by the auction method.

Merchandise brokers—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis, but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating on the domestic market receiving goods for sale on consignment.

Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Selling agents—Wholesale establishments primarily engaged in selling, on an agency basis in the domestic market, all or the major portion of the output of clients.

Purchasing agents, resident buyers—Wholesale establishments primarily engaged in buying merchandise on an agency basis in the domestic market for clients.

Farm products [illegible] wholesale establishments primarily engaged in assembling farm products.

Country grain elevators—Grain elevators operated by buyers and receiving grain direct from farmers by truck or wagon and selling at wholesale.

Other assemblers of farm products—Establishments, not elsewhere classified, buying farm products primarily from farmers and marketing at wholesale. Included here are creameries and produce stations, commission buyers of farm products, fresh fruit, vegetable packing houses, livestock concentration yards, and other assemblers of farm products, not elsewhere classified.

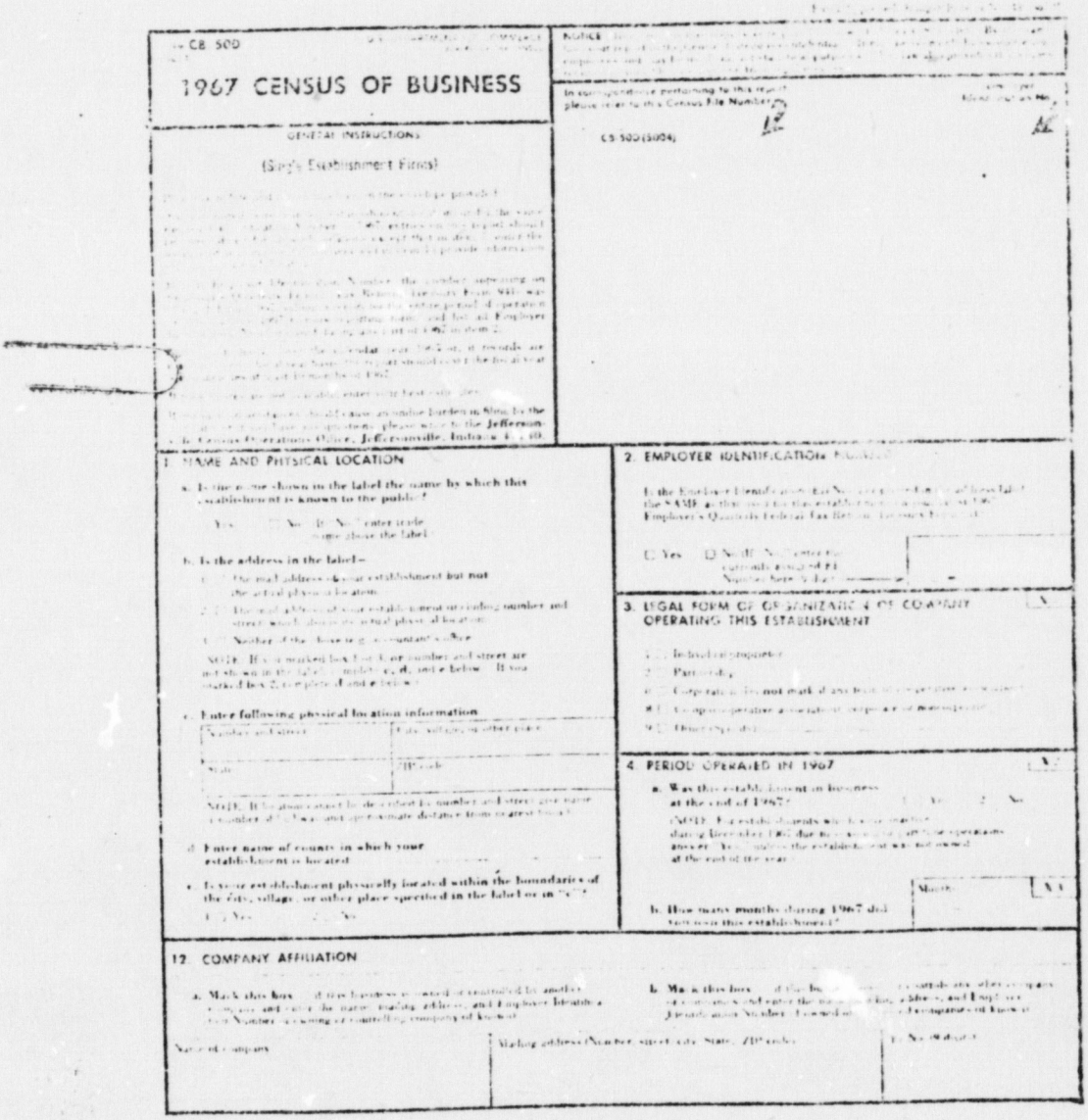
SPECIAL TABULATIONS

Special tabulations of data collected in the 1967 Census of Business may be obtained on computer tape, on punch cards, or in tabular form. The data provided in such special tabulations will be in summary form and will be subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis and the request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to: Chief, Business Division, Bureau of the Census, Washington, D. C. 20233.

Appendix B

WHOLESALE TRADE GENERAL QUESTIONS



CB 500

1967 CENSUS OF BUSINESS

GENERAL INSTRUCTIONS

(Single Establishment Firms)

NOTICE

In correspondence pertaining to this report please refer to the Census File Number

CB 500 (5004)

1. NAME AND PHYSICAL LOCATION

a. Is the name shown in the label the name by which this establishment is known to the public?

Yes ☐ No (If "No," enter trade name above the label)

b. Is the address in the label—

1 ☐ The mail address of the establishment but not the actual physical location

2 ☐ The mail address of the establishment (or routing number and street address) also the actual physical location

3 ☐ Neither of the above (e.g., accountant's office)

NOTE: If the answer to box 1 or 2 is "No" and the number and street are not shown in the label, complete c, d, and e below. If you marked box 2, complete d and e below.

c. Enter following physical location information

Number and street | Post office, if other than city

City | State | ZIP code

NOTE: If the answer to the question for number and street was "No," give name of nearest cross street or approximate distance from nearest street.

d. Enter name of county in which your establishment is located

e. Is your establishment physically located within the boundaries of the city, village, or other place specified in the label or in "c"?

1 ☐ Yes 2 ☐ No

2. EMPLOYER IDENTIFICATION

Is the Employer Identification Tax Number shown in the label the same as the SAME as that used for this establishment on the Employer's Quarterly Federal Tax Return (Treasury Form 941)?

☐ Yes ☐ No (If "No," enter the nationally assigned EI Number. See Y-1 of ...)

3. LEGAL FORM OF ORGANIZATION OF COMPANY OPERATING THIS ESTABLISHMENT

1 ☐ Individual proprietor

2 ☐ Partnership

3 ☐ Corporation (Do not mark if exempt corporation or cooperative)

4 ☐ Tax-exempt corporation or cooperative

5 ☐ Other (Specify)

4. PERIOD OPERATED IN 1967

a. Was this establishment in business at the end of 1967?

1 ☐ Yes 2 ☐ No

(NOTE: For establishments which have ceased operations during December 1967 due to seasonal factors, mark answer "Yes" unless the establishment was sold or moved at the end of the year.)

b. How many months during 1967 did you own this establishment?

Months

12. COMPANY AFFILIATION

a. Mark this box ☐ if this business is owned or controlled by another company and enter the name, mailing address, and Employer Identification Number (if known) of parent company.

b. Mark this box ☐ if this business owns or controls one or more other companies and enter the name, address, and Employer Identification Number (if known) of subsidiary companies.

Name of company | Mailing address (Number, street, city, State, ZIP code) | Employer Identification Number

5. TOTAL SALES IN 1967

Line a – Total net sales after deducting all returns, allowances, and discounts but before excise taxes or sales taxes. Include sales of products you manufactured, sales of merchandise you purchased for resale, and sales on consignment or for others. Include sales where goods are shipped directly to your customers from your suppliers as well as sales from your own warehouses. Include, at wholesale prices, sales to retail customers based on mail orders received at your establishment. Include all receipts from services performed by you for others, but do NOT include amounts you charged to your customers for other expenses.

Line b – Mark "Yes" if you sold merchandise on consignment or sold goods for the account of others. Mark "No" if you did not.

Line c – Enter the selling (or purchase) value of business transferred to other establishments of this company.

Line d – Enter amounts for services to others, commissions from merchandise agents, etc. The amount reported here should represent only the net commission or brokerage received or billed for services performed for others.

Line e – Enter net sales of products you manufactured for the goods you sold but not those that passed through your establishment. Deduct the cost of materials.

		Dollars	Cents	Box
a.	TOTAL SALES (net sales and other operating receipts)		XX	X
b.	Did you sell merchandise on consignment or sell goods for the account of others?	Yes	No	X
c.	Value of selling (or purchase) value of business transferred to other establishments of this company		XX	X
d.	Commissions (brokerage or agent's fees) received or billed		XX	X
e.	Percentage of sales that were manufactured by you	Percent		X

6. SALES BY CUSTOMER CLASSES

Report the approximate percentage of your sales which reached the classes of customers listed below. If sales to certain customers fall in more than one class, report them in the class which accounts for the largest part of their purchases. Percentages should add to 100.

Line a – Sales to industrial, commercial, institutional, and professional users, including sales for resale to these users.

Line b – Sales to the Federal government, including the military. Include sales to the Federal government through retailers or other wholesalers. Exclude sales to State and local governments. Sales to Federal agencies which are operated by contractors should be included under other parts of this question according to the type of the purchaser.

Line c – Sales to retailers. (All types such as mail-order houses, independent stores, department stores, etc.) Report should represent the percentage of your sales to persons who normally buy for resale to ultimate consumers, individual users or to farmers.

Line d – Sales to organizations that normally purchase for resale at wholesale including sales to purchasers who buy for resale to retailers or to industrial, institutional, and similar users.

Line e – Sales to household consumers, farmers, and individual users including sales to your own employees.

Line f – Include sales made direct to buyers in foreign countries, or through their agents in this country. Include transfers, if any, to your own foreign branches. United States possessions should not be considered as foreign countries.

		Percent	Box
a.	To industrial, commercial, institutional and professional users, including sales for resale to these users		
b.	To the Federal government		
c.	To retailers		
d.	To wholesale organizations		
e.	To household consumers, individual users and farmers		
f.	Export sales		
g.	TOTAL (Line a through Line f)		

7. PAYROLL, OPERATING EXPENSES AND INVENTORIES

Line a – Report total wages, salaries, bonuses, commissions, fees, and other remuneration paid to your employees during 1967, before deductions such as employees' Social Security contributions, withholding taxes, group insurance premiums, union dues, and savings bonds. INCLUDE vacation and sickness allowances, severance pay, the cash equivalent of payment in kind such as goods, lodging, meals, and clothing. INCLUDE salaries of officers of a corporation. DO NOT include compensation or payments to owners of unincorporated businesses, proprietors or partners of an unincorporated business.

Line b – In addition to other operating expenses, the payroll of this establishment and the gross value of any owned office expense. Do not include the cost of merchandise. Do not include income taxes and excise taxes. Unincorporated businesses should not include withdrawals by owners or partners.

Line c – Report inventories of goods for sale at cost value rather than sales price. Include goods owned by you and consigned to others. Do not report goods of others in your possession. Report inventories as of the date operations were started if you started in 1967.

		Dollars	Cents	Box
a.	Total ANNUAL payroll before deductions		XX	X
b.	Total 1967 operating expenses, including payroll		XX	X
c.	Merchandise inventories: (1) December 31, 1967		XX	X
	(2) December 31, 1966		XX	X

NOTE: Multiunit establishments were also requested to report [illegible] payroll and number of employees for the pay period including [illegible] 1967.

8. CREDIT SALES, RECEIVABLES, AND BAD DEBT LOSSES

Line a – Report as credit sales all sales other than those for which customers made full payment at time of sale or when invoice was rendered, whether payment was made in cash, by check, money order, or credit. If no sales were made on credit, please enter "None."

Line b – Report the amount of receivables, derived from the sale of merchandise or services, on your books at the end of the year before deducting reserves for bad debt losses. Omit receivables sold to banks, factors, etc.

Line c – Report the amount of receivables written off during 1967 as uncollectable, after deducting any write-offs that subsequently proved to be collectable.

		Percent	Dollars	Cents	Box
a.	Approximately what percent of your 1967 sales were credit sales?				
b.	Accounts and notes receivable outstanding on December 31, 1967			XX	
c.	Bad debt losses during 1967			XX	

7-390

WHOLESALE TRADE GENERAL QUESTIONS–Continued

9 ...HOUSE, STOCKROOM, AND OTHER INVENTORY STORAGE SPACE, DECEMBER 31, 1967

...(1) and (2)—Exclusive floor space measured to interior walls, permanent ... elevator shafts, stairways, offices, receiving and shipping platforms, etc.

	Square feet	Mo
a. Occupied floor space (unless ... of this establishment)		
(1) In single-story building		3 1
(2) In multiple-story building		3 2
(3) TOTAL FLOOR SPACE (Sum of lines (1) and (2))		3 3

...t whether the company owns the building or portion of the building in ... store, handle or warehouse it and does not lease space, mark the ... If it leases space only, mark the second box. However, if it owns ... warehouse space and also leases space, mark the third box.

b. Mark the appropriate box — 3 4

1 ☐ We own the building
2 ☐ We lease the building
3 ☐ We own a building AND also lease space

...k the year or period in which the warehouse or principal building ... space was built

c. Mark the appropriate box — 3 5

1 ☐ Completed in 1966–67
2 ☐ 1965–66
3 ☐ 1955–59
4 ☐ 1950–54
5 ☐ 1945–49
6 ☐ 1940–44
7 ☐ 1939–40
8 ☐ 1930–39
9 ☐ 1920–29
0 ☐ Prior to 1920
X ☐ Prior to 1940 but age unknown

10 ...LES HANDLING EQUIPMENT USED, ...EMBER 1967

...e the following equipment in use ..., mid-December 1967?	36X Yes	36X No
Conveyor	1	2
Towline	1	2
Overhead track	1	2
Crane	1	2
Elevator	1	2

...mber of each of the following ... establishment, mid-December 1967	Number	Key
...d trucks		38
...motorized materials handling ...ment		39

11. TRUCKS, TRUCK TRACTORS, AND TRUCK TRAILERS OPERATED, MID-DECEMBER 1967 — ...highway type vehicles ... vehicles held for sale ... vehicles ... number.

a. 1 ☐ None—Mark if this establishment ... vehicles described below — 3 10

b. Number and type of vehicles ... mid-December 1967

Type	Code	4 Total	4 Owned	4 Leased without drivers	4 Leased with drivers
		Number of vehicles			
Trucks, by body type					
(1) Closed top vans	1				
(2) Open top vans, platform, stake, or other open top trucks	2				
(3) Pick up, standard panel, or other light delivery trucks	3				
(4) Other over the road trucks	4				
Truck tractors and trailers					
(1) Truck tractors	8				
(2) Semitrailers and full trailers	9				

...be used for any explanation that may be helpful in understanding your report.

17.	Name of person to contact regarding this report	Address (Number, street, city, State, ZIP code)	Telephone No. Area code	Number	Extension
CERTIFICATION	This report is substantially accurate and covers the period from ... to				
	Signature of authorized person	Title	Date		

FORM A-101

SIC code	Kind-of-business code	Commodity code	Commodity line description
			MACHINERY, EQUIPMENT, AND SUPPLIES—Continued
5082	508200-3	4210-1	Construction, mining, logging, road maintenance equipment, supplies (not labor)
	508200-3	4211-9	a. Crawler tractors and contractors off-highway wheel tractors
	508200-3	4212-7	b. Two- and four-wheel self-propelled scrapers, rear and bottom dump trailers
	508200-3	4213-5	c. Tractor shovel loaders
	508200-3	4214-3	d. Parts and attachments for a, b, and c
	508200-3	4215-0	e. Power cranes, draglines, shovels, and parts
	508200-3	4216-8	f. Bituminous mixers, pavers, and related equipment
	508200-3	4217-6	g. Concrete mixers, pavers, and related equipment
	508200-3	4218-4	h. Graders, rollers, off-highway trucks
	508200-3	4219-2	i. Other construction, mining, logging, road maintenance equipment
5083	508300-1	4310-9	Garden machinery, equipment, supplies
	508300-1	4311-7	a. Power lawn mowers
	508300-1	4312-5	b. Other garden machinery, tools, equipment
	508300-1	4320-8	Farm, dairy machinery, parts, equipment; poultry equipment (including tractors)
	508300-1	4321-6	a. Tractors, equipment (farm)
	508300-1	4321-0	b. Harvesting machinery, equipment
	508300-1	4322-2	c. Land preparation, planting, cultivating machinery and parts
	508300-1	4324-0	d. Dairy farm, barn equipment
	508300-1	4325-7	e. Irrigation equipment (sprinkler and other)
	508300-1	4326-5	f. Light industrial equipment
	508300-1	4327-3	g. Miscellaneous farm machinery, equipment
5084	508410-8	4410-7	Food processing machinery equipment
		4411-5	a. Dairy, milk products machinery equipment
		4412-3	b. Other food processing machinery equipment
	508420-7	4420-6	General purpose industrial machinery and equipment
	508420-7	4421-4	a. Engines (including internal combustion), turbines
	508420-7	4422-2	b. Compressors, pumps
	508420-7	4423-0	c. Crushing, pulverizing, screening machinery and equipment
	508420-7	4424-8	d. Fans, blowers (industrial equipment)
	508420-7	4425-5	e. Other general purpose industrial machinery
	508430-6	4430-5	Metalworking machinery, equipment, supplies (except welding)
	508430-6	4431-3	a. New machine tools-cutting, forming and shaping types
	508430-6	4432-1	b. Miscellaneous metalworking machinery, accessories, equipment
	508440-5	4440-4	Materials handling equipment
	508440-5	4441-2	a. Fork lift trucks
	508440-5	4442-0	b. Industrial trucks (except fork lift), tractors, trailers, stackers, etc.
	508440-5	4443-8	c. Cranes, derricks, hoists, winches
	508440-5	4444-6	d. Elevators
	508440-5	4445-3	e. Other materials handling equipment
	508450-4	4450-3	Oil well, oil refining machinery equipment (including receipts for installation service
	50849020	4460-2	Printing trades machinery, equipment
	508490-0	4470-1	Other special industry machinery, equipment
	508490-0	4471-9	a. Paper industries machinery
	508490-0	4472-7	b. Textile industry machinery
	508490-0	4473-5	c. Woodworking machinery
	508490-0	4474-3	d. Other special purpose machinery, equip.
	508490-0	4480-0	Used or rebuilt machinery, equipment
	508490-0	4481-8	a. Used construction, mining, excavating machinery, equipment
	508490-0	4482-6	b. Used machine tools-cutting, forming, shaping
	508490-0	4483-4	c. Other used or rebuilt machinery, equip.
5085	508520-4	4510-4	Bearings, power, transmission equipment
		4511-2	a. Ball, roller bearings
		4512-0	b. Other power transmission equipment
	508530-3	4610-2	Industrial valves, fittings (except plumbing, oil marketing)
	508540-2	4710-0	Welding equipment, supplies (including gasses)
	508540-2	4711-8	a. Gas welding supplies, equipment (including gasses)
	508540-2	4712-6	b. Arc welding supplies, equipment
	508540-2	4713-4	c. Resistance welding supplies, equipment
	508590-7	4810-8	Reconditioned drums and barrels
	508590-7	4820-7	Bottlers supplies (bottles, caps, corks, equipment, etc.)
	508590-7	4830-6	Printing, duplicating inks
	508590-7	4840-5	Abrasives, abrasive materials
	508590-7	4850-4	Industrial leather, leather belting and packing
	508590-7	4860-3	Mechanical rubber goods
	508590-7	4870-2	Rope, cordage, twine (not wire)
	508590-7	4910-6	Other industrial equipment, supplies
5086	508610-3	5110-2	Dental equipment, supplies
	508610-3	5111-0	a. Teeth
	508610-3	5112-8	b. Dental gold
	508610-3	5113-6	c. Equipment (chairs, x-rays, cabinets, engines, etc.)
	508610-3	5114-4	d. Sundry merchandise
	508620-2	5120-1	School equipment, supplies
	508620-2	5121-9	a. Equipment (including furniture)
	508620-2	5122-7	b. Supplies
	508620-2	5130-0	Church equipment, supplies
	508630-1	5140-9	Surgical, medical, hospital equipment, orthopedic appliances
	508640-0	5150-8	Ophthalmic products
	508640-0	5151-6	a. Prescription sales
	508640-0	5152-4	b. Ophthalmic merchandise sales
	508640-0	5153-2	c. Optical, ophthalmic instruments, equipment
	508690-5	5160-7	Scientific instruments (except optical, ophthalmic), laboratory equipment
	508690-5	5170-6	Other scientific, professional equipment, supplies (specify)
5087	508710-1	5210-0	Beauty, barber shop equipment, supplies
	508710-1	5211-8	a. Equipment (furniture, hydraulic chairs, dryers, etc.)
	508710-1	5212-6	b. Spray-can products
	508710-1	5213-4	c. Hair care products (shampoos, tonics, etc.)
	508710-1	5214-2	d. Wigs, swatches, toupees, hair pieces
	508710-1	5215-9	e. Sundries--curlers, pins, caps, combs, hair cloth, etc.
	508720-0	5220-9	Custodial (janitors) supplies
	508720-0	5221-7	a. Machines and equipment (floor sweepers, polishers, vacuums, wall washers, squeegees, etc.)
	508720-0	5222-5	b. Cleaning chemicals, supplies (cleaners waxes, seals, disinfectants, sanitizers, mops, etc.)
	508730-9	5230-8	Laundry, dry cleaning machines (washing, drycleaning, drying, finishing) equipment supplies
	508730-9	5231-6	a. Coin operated machines, equipment
	508730-9	5232-4	b. All other commercial laundry, drycleaning machines, equipment
	508730-9	5233-2	c. Supplies (chemicals, drycleaning fluids, etc.)
	508790-3	5310-8	Upholsterers' fabrics, supplies
	508790-3	5320-7	Municipality supplies, equipment
	508790-3	5330-6	Other service business equipment, supplies (specify)
	508790-3	5340-5	Morticians' goods, undertakers' supplies
	508790-3	5350-4	Shoe repair and resole materials
	508790-3	5351-2	a. Leather, sole and heel
	508790-3	5352-0	b. Rubber and "other than leather" soles and heels
	508790-3	5353-8	c. Findings and merchandise used in shoe repair, resole

Appendix E

KIND-OF-BUSINESS TITLES AND REPORTING-FORM NUMBERS

Listed below are wholesale titles and their corresponding reporting-form numbers for merchant wholesalers and manufacturers' sales branches and sales offices. Requests for copies of any of these forms, including the inquiries used to classify establishments by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, D. C. 20233.

Kind-of-business title	Form number
Merchant Wholesalers	
MOTOR VEHICLES, AND AUTOMOTIVE EQUIPMENT	
Automobiles and other motor vehicles	CB-50A
Automotive equipment	
Tires and tubes	
DRUGS, CHEMICALS, AND ALLIED PRODUCTS	
Drugs, drug proprietaries, and druggists' sundries	CB-50B
Paints and varnishes	
Chemicals and allied products, n.e.c.	
PIECE GOODS, NOTIONS, AND APPAREL	
Piece goods (woven fabrics)	CB-50C
Notions and other dry goods	
Men's and boys' clothing and furnishings	
Women's, children's, and infants' clothing and accessories	
Footwear	
GROCERIES AND RELATED PRODUCTS	
Groceries, general line	CB-50D
Frozen foods	
Dairy products	
Poultry and poultry products	
Confectionery	
Fish and seafoods	
Meats and meat products	
Fresh fruits and vegetables	
Groceries and related products, n.e.c.	
FARM PRODUCTS—RAW MATERIALS	
Cotton	CB-50E
Grain	
Livestock, except horses and mules	
Farm products—raw materials, n.e.c.	
ELECTRICAL GOODS	
Electrical apparatus and equipment, wiring supplies, and construction materials	CB-50F
Electrical appliances, television and radio sets	
Electronic parts and equipment	
HARDWARE; PLUMBING, HEATING EQUIPMENT, SUPPLIES	
Hardware	CB-50G
Plumbing and heating equipment and supplies	
Air-conditioning and refrigeration equipment and supplies	
MACHINERY, EQUIPMENT, AND SUPPLIES	
Commercial machines and equipment	CB-50H
Construction and mining machinery and equipment	
Industrial machinery and equipment	
Industrial supplies	
Farm machinery and equipment	
Professional equipment and supplies	CB-50J
Service establishment equipment and supplies	
Transportation equipment, except motor vehicles	
METALS AND MINERALS, N.E.C.	
Coal	CB-50K
Metals service centers	
Metals sales offices	

Kind-of-business title	Form number
Merchant Wholesalers—Continued	
PETROLEUM AND PETROLEUM PRODUCTS	
Petroleum bulk stations and terminals	CB-50L
Other petroleum and products establishments	
SCRAP AND WASTE MATERIALS	
Iron and steel scrap	CB-50M
Waste materials	
TOBACCO AND ITS PRODUCTS	
Tobacco and its products	CB-50O
BEER, WINE, AND DISTILLED ALCOHOLIC BEVERAGES	
Beer and ale	CB-50D
Wine and distilled spirits	
PAPER AND ITS PRODUCTS	
Printing and writing paper	CB-50B
Industrial and personal service papers	
Stationery, office supplies, and greeting cards	
FURNITURE AND HOME FURNISHINGS	
Furniture (household, office)	CB-50C
Home furnishings and floor coverings	
LUMBER AND CONSTRUCTION MATERIALS	
Lumber and millwork	CB-50N
Construction materials	
WHOLESALE ESTABLISHMENTS, N.E.C.	
Amusement and sporting goods	CB-50P
Books, periodicals, and newspapers	
Farm supplies	
Jewelry, diamonds, and precious stones	
Art goods and advertising specialties	
Other products	
Manufacturers' Sales Branches and Sales Offices	
Food, tobacco, and kindred products	CB-51A
Apparel, textiles, textile products (except footwear)	CB-51B
Lumber, furniture (wood and metal), and wood products	CB-51C
Paper, publications, and kindred products	CB-51D
Drugs, chemicals, petroleum, and allied products	CB-51E
Products of rubber, glass, plastics, leather, and stone	CB-51F
Primary and fabricated metals and metal products	CB-51G
Commercial, industrial machinery, and equipment (except electric)	CB-51H
Electric and electronic equipment and supplies	CB-51J
Automotive, aircraft, marine, rail, and allied equipment	CB-51K
Professional instruments, photographic goods, sporting goods, jewelry, and allied products	CB-51L

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GX 50

PENALTY FOR FAILURE TO REPORT — DUE DATE APRIL 30, 1968 — Form Approved: Budget Bureau No. 41-S6.0

Form CB-503 — U.S. DEPARTMENT OF COMMERCE — BUREAU OF THE CENSUS

1967 CENSUS OF BUSINESS

PROFESSIONAL SERVICE ESTABLISHMENT, TRANSPORTATION, FARM-GARDEN MACHINERY — EQUIPMENT AND RELATED TRADES

NOTICE — Response to this inquiry is required by law (Title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

In correspondence pertaining to this report, please refer to this Census File Number

CB 503 (5010)

Employer Identification No.

GENERAL INSTRUCTIONS

Please complete and return this form in the envelope provided.

If you operated more than one establishment the ation under the same Employer Identification Number in 1967, entries on this report should be consolidated for all such locations except that in item 1, enter the location of your main establishment and in item 14 provide information separately for each location.

If your Employer Identification Number (the number appearing on Employer's Quarterly Federal Tax Return, Treasury Form 941) was changed during 1967, submit a report for the entire period of operation in 1967 on one 1967 Census reporting form, and list all Employer Identification Numbers used during any part of 1967 in item 2.

This report should cover the calendar year 1967 or, if records are maintained on a fiscal year basis, the report should cover the fiscal year which includes at least 10 months of 1967.

If book figures are not available, enter your best estimates.

If unusual circumstances should cause an undue burden in filing by the due date, or if you have any questions, please write to the **Jeffersonville Census Operations Office, Jeffersonville, Indiana 47130.**

1. NAME AND PHYSICAL LOCATION

a. Is the name shown in the label the name by which this establishment is known to the public?

☐ Yes ☐ No (If "No," enter trade name above the label.)

b. Is the address in the label—

1. ☐ The mail address of your establishment **but not** the actual physical location.
2. ☐ The mail address of your establishment (including number and street) which also is its actual physical location.
3. ☐ Neither of the above (e.g. accountant's office).

(NOTE: If you marked box 1 or 3, **or** number and street are not shown in the label, complete **c, d,** and **e** below. If you marked box 2, complete **d** and **e** below.)

c. Enter following physical location information

Number and street	City, village, or other place
State	ZIP code

(NOTE: If location cannot be described by number and street give name or number of highway and approximate distance from nearest town.)

d. Enter name of county in which your establishment is located

e. Is your establishment physically located within the boundaries of the city, village, or other place specified in the label or in "c"?

1 ☐ Yes 2 ☐ No

2. EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number printed in the address label the SAME as that used for this establishment on your latest 1967 Employer's Quarterly Federal Tax Return, Treasury Form 941?

☐ Yes ☐ No (If "No," enter the currently assigned EI Number here (9 digits):) —

3. LEGAL FORM OF ORGANIZATION OF COMPANY OPERATING THIS ESTABLISHMENT — X-1

1 ☐ Individual proprietor
2 ☐ Partnership
0 ☐ Corporation (Do **not** mark if any form of cooperative association)
8 ☐ Coop (cooperative association), corporate or noncorporate
9 ☐ Other (Specify)

4. PERIOD OPERATED IN 1967 — X-2

a. Was this establishment in business at the end of 1967? 1 ☐ Yes 2 ☐ No

(NOTE: For establishments which were inactive during December 1967 due to seasonal or part-time operations, answer "Yes," unless the establishment was not owned at the end of the year.)

b. How many months during 1967 did you own this establishment? Months — X-3

5. TOTAL SALES IN 1967

Line a—Total net sales after deducting all returns, allowances, and discounts, but include excise taxes and sales taxes. Include at gross selling value (not commissions or brokerages) any goods sold or bought by you on a commission or brokerage basis for others, as well as sales for your own account. Include drop shipment sales where goods are shipped on your orders direct to your customers. Also include, at wholesale prices, sales or billings to any retail stores you may own. Include all receipts from services performed by you for your customers, but do NOT include any receipts derived from sources other than customers.

Line b—Mark "Yes," if you sold (or bought) any merchandise on a commission basis (i.e., for the account of others) in 1967. Mark "No," if you did not.

Line c—Gross selling (or purchase) value of business conducted for the account of others in 1967.

Line d—Commissions or brokerage received in transactions negotiated for others in 1967 (i.e., the amount of income your organization received in 1967 for selling or buying merchandise for others).

Line e—Percent of sales, if any, accounted for by goods produced by your company, your parent company, or companies corporately affiliated with your company.

	Dollars	Cents	Key
a. TOTAL SALES (or purchases) and other operating receipts		XX	X-4
b. Did you sell (or buy) merchandise on a commission basis in 1967? 1 ☐ Yes 2 ☐ No			X-5
c. Gross selling (or purchase) value of business conducted for the account of others in 1967 (Include in **a** above)		XX	X-6
d. Commissions or brokerage received in transactions negotiated for others in 1967		XX	X-7
	Percent		
e. Percentage of sales representing products produced by your company	%		X-8*

6. SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1967 **sales** to each of the classes of customers. If book figures are not available, entries for these lines should represent your best approximations. Percentages should add to 100.

Line a—Sales to hospitals, schools, laboratories, manufacturers, contractors and builders of all types, service businesses, State and local governments rather than for resale of the goods in the form purchased.

Line b—Sales to the Federal government (including the military, post exchanges, GSA, GPO, and similar Federal agencies). Include here only sales made by this establishment **direct** to Federal agencies. Sales to companies which in turn sell to Federal government agencies should be included under other parts of this inquiry according to the classification of the purchaser, principally in 6a.

Line c—Sales to **retailers** of all types (retail chain organizations, independent stores, department stores, etc.). Entry should represent percentage of your sales to purchasers who normally buy for resale to home consumers, individual users or to farmers.

Line d—Sales to organizations that normally purchase for resale at wholesale (including sales to purchasers who buy for resale to industrial, institutional and similar users).

Line e—Sales to household consumers, farmers, and individual users (including sales to your own employees).

Line f—Include sales made direct to buyers in foreign countries, or through their agents in this country. Include transfers, if any, to your own foreign branches. United States possessions should not be considered as foreign countries.

	Approximate percent of total sales (item 5a)	Code	Key
a. To institutional, industrial, commercial, and professional users, and State and local governments	%	1	I-1
b. To the Federal government	%	5	
c. To retailers	%	8	
d. To wholesale organizations	%	9	
e. To household consumers, individual users and farmers	%	6	
f. Export sales	%	0	I-1*
g. TOTAL (Lines **a** through **f** should add to 100)	100%		

7. PAYROLL, OPERATING EXPENSES AND INVENTORIES

Line a – Report total wages, salaries, bonuses, commissions, fees, and other remuneration paid to your employees during 1967, before deductions such as employees' Social Security contributions, withholding taxes, group insurance premiums, union dues, and savings bonds. INCLUDE such items as dismissal pay, vacation and sick leave pay, the cash equivalent of payment in kind such as goods, lodging, food, and clothing. INCLUDE salaries of officers, if a corporation. DO NOT include compensation or payments to or withdrawals by, proprietors or partners of an unincorporated business.

Line b – Include, in addition to other operating expenses, the payroll of this establishment and the pro rata share of any general office expense. Do not include the cost of merchandise. Do not include income taxes and excise taxes. Unincorporated businesses should not include withdrawals by owners or partners.

Line c – Report inventories of goods for sale at cost value rather than sale price. Include goods owned by you and consigned to others, but not goods of others in your possession. Report inventories as of the date specified, or nearest inventory date.

	Dollars	Cents	Key
a. Total ANNUAL payroll in 1967 before deductions		XX	21
b. Total 1967 operating expenses, including payroll		XX	2XX 24
c. Merchandise inventories, at cost (1) December 31, 1967		XX	25
(2) December 31, 1966		XX	26

8. CREDIT SALES, RECEIVABLES, AND BAD DEBT LOSSES

Line a – Report as credit sales all sales other than those for which customer made full payment at time of sale or when invoice was rendered, whether payment was made in cash, by check, money order, or draft. If no sales were made on credit, please enter "None."

Line b – Report the amount of receivables, derived from the sale of merchandise or services, on your books at the end of the year before deducting reserves for bad debt losses. Omit receivables sold to banks, factors, etc.

Line c – Report the amount of receivables written off during 1967 as uncollectible, after deducting any write-offs that subsequently proved to be collectible.

	Percent	Key
a. Approximately what percent of your 1967 sales were made on credit?	%	27
	Dollars	**Cents**
b. Accounts and notes receivable, outstanding as of December 31, 1967		XX 28
c. Bad debt losses, 1967		XX 29*

9. WAREHOUSE, STOCKROOM, AND OTHER INVENTORY STORAGE SPACE, DECEMBER 31, 1967

Lines (1) and (2) – Exclude floor space occupied by interior walls, permanent aisles, elevator shafts, stairways, offices, receiving and shipping platforms, etc.

Line b – If you or your company own the building (or portion of the building) in which your merchandise is warehoused and does not lease space, mark the first box. If it leases space only, mark the second box. However, if it owns a part of the warehouse space and also leases space, mark the third box.

Line c – Mark the year or period in which the warehouse (or principal building, if more than one) was built.

	Square feet	Key
a. Occupiable floor space (under roof) – occupied and unoccupied – of this establishment (1) In single-story building		31
(2) In multiple-story building		32
(3) **TOTAL FLOOR SPACE** → **(Sum of lines (1) and (2))**		33
b. Mark the appropriate box 1 ☐ We own the building 2 ☐ We lease the building 3 ☐ We own a building AND also lease space		34
c. Mark the appropriate box 1 ☐ Completed in 1966–67 2 ☐ 1960–65 3 ☐ 1955–59 4 ☐ 1950–54 5 ☐ 1945–49 6 ☐ 1940–44 7 ☐ 1930–39 8 ☐ 1920–29 9 ☐ 1910–19 0 ☐ Prior to 1910 X ☐ Prior to 1940 but age unknown		35

10. MATERIALS HANDLING EQUIPMENT USED, MID-DECEMBER 1967

a. Did you operate the following equipment in this place of business, mid-December 1967?

	36X Yes	No
Conveyor	1	2
Towline	1	2
Overhead track	1	2
Crane	1	2
Elevator	1	2

b. Enter the number of each of the following used in this establishment, mid-December 1967

	Number	Key
(1) Fork lift trucks		38
(2) Other motorized materials handling equipment		39*

11. TRUCKS, TRUCK TRACTORS, AND TRUCK TRAILERS OPERATED, MID-DECEMBER 1967 – Include all street and highway-type vehicles owned or leased without drivers. Exclude vehicles held for sale and any vehicles leased by you to others.

a. 1 ☐ None – Mark if this establishment operated none of the vehicles described below. 310*

b. Number and type of vehicles operated mid-December 1967

Type	41 Code	42 Number of vehicles: Total	43 Owned	44* Leased (without drivers)
Trucks, by body type				
(1) Closed top vans	1			
(2) Open top vans, platform, stake, or other open top trucks	2			
(3) Pick-up, standard panel, or other light delivery trucks	3			
(4) Other over the road trucks	4			
Truck tractors and trailers				
(1) Truck tractors	8			
(2) Semitrailers and full trailers	9			

12. COMPANY AFFILIATION

a. **Mark this box** ☐ if this business is owned or controlled by another company and enter the name, mailing address, and Employer Identification Number of owning or controlling company (if known).

b. **Mark this box** ☐ if this business owns or controls any other company or companies and enter the name, mailing address, and Employer Identification Number of owned or controlled companies (if known).

Name of company	Mailing address (Number, street, city, State, ZIP code)	EI No. (9 digits)

13. YOUR BUSINESS LOCATIONS

a. **In 1967 did you operate your business at more than one location under the Employer Identification Number you had at the end of 1967?** 1 ☐ Yes 2 ☐ No

b. If "Yes," as marked above, separately list below each location, including your main selling location and facilities other than selling establishments (such as warehouses, central administrative offices, buying offices, etc.).

	Address of business (Number, street, city or town, county, State, ZIP code)	Description of business	Census Use Only	Sales: Dollars	Sales: Cents	Number of paid employees (Pay period including March 12)
1					XX	
2					XX	
3					XX	
4					XX	
	Totals for this Employer Identification Number (Sales total should equal the entry in item 1a) →				XX	

FORM CB-500

Form CB-501 (5010) U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS

File No. | FI No. (9 digits)

Number of establishment – Same as address box

1967 CENSUS OF BUSINESS

PROFESSIONAL, SERVICE ESTABLISHMENT, TRANSPORTATION, FARM-GARDEN MACHINERY – EQUIPMENT AND RELATED TRADES – Continued

14. TYPE OF OPERATION

51

MERCHANT – Mark one of these items if you are primarily engaged in buying and selling merchandise, not producing it. (Brokers, agents, commission merchants, see below.)

Supply house – Buying, stocking and selling equipment and supplies to service establishments, professional businesses, institutions, industrial accounts, etc.

Importer – Source of purchase is primarily foreign.

Exporter – Purchasing goods in the United States and selling them to foreign customers. (See item 6.)

Dealer, distributor, wholesaler – Buying and selling merchandise in the United States market, and none of the above types is primary to your operation. However, if your company manufactures the product sold, or if you sell (or buy) on an agency basis, see below.

MANUFACTURERS' SALES BRANCH OR SALES OFFICE (Selling goods manufactured by your company)

BROKER, AGENT, COMMISSION MERCHANT – Mark one of these items if you are primarily engaged in selling (or buying) merchandise on an agency basis for others, but not dealing primarily on own account.

Broker – Selling (or buying) merchandise on a brokerage basis for others in the United States market, but not receiving goods on consignment.

Commission merchant – Receiving goods on consignment and selling them in the United States market.

Import agent – Representing, on an agency basis, firms outside the United States selling goods in the domestic market.

Export agent – Representing, on an agency basis, domestic firms selling merchandise outside the United States or its possessions.

Manufacturers' agent, manufacturers' representative – Mark this item, rather than "broker," if you sell for a limited number of manufacturers on a continuing agency basis.

Selling agent – Selling, on an agency basis, in the domestic market all or the major portion of the output of your clients.

Purchasing agent – Buying merchandise on an agency basis, in the domestic market, for a limited number of customers, on a continuing basis.

OTHER TYPE OF OPERATION – If none of the above types applies, mark this item and describe briefly your method of operation.

Mark the ONE item that is best suited to your business – the basis on which the major portion of your operation was conducted in 1967.

Merchant (buying and selling on own account)

11 ____ Supply house

12 ____ Importer

13 ____ Exporter

14 ____ Dealer, distributor, wholesaler

20 ____ **Manufacturers' Sales Branch or Sales Office**

Broker, Agent, Commission Merchant

42 ____ Broker (representing buyers or sellers)

43 ____ Commission merchant

44 ____ Import agent

45 ____ Export agent

46 ____ Manufacturers' agent, manufacturers' representative

47 ____ Selling agent

48 ____ Purchasing agent

____ **Other Type of Operation** (Specify)

15. KIND OF BUSINESS

52*

Mark the ONE item that best describes the business of this establishment in 1967. If none applies, mark the last item and enter the description by which your business is known to the trade or public. Mark one item only.

Professional Equipment, Supplies

5086103 ____ Dental supplies

5086202 ____ School supplies

5086202 ____ Religious supplies

5086301 ____ Surgical, medical, hospital supplies

5086400 ____ Optical, ophthalmic goods

5089005 ____ Other professional equipment, supplies (Specify)

Service Establishment Supplies

5087101 ____ Beauty, barber equipment, supplies

5087200 ____ Custodial (janitors') supplies

5087309 ____ Laundry, drycleaning equipment, supplies

5087903 ____ Other service establishment supplies (Specify)

Farm, Garden Machinery, Equipment

5083001 ____ Farm, garden machinery, equipment

Transportation Equipment (except automotive)

5088109 ____ Aircraft, aeronautical equipment, parts

5088208 ____ Marine machinery, equipment

5088901 ____ Other transportation equipment (Specify)

Other Kind of Business

5029004 ____ Industrial chemicals

____ Other (Specify)

16. ANALYSIS OF SALES BY COMMODITY LINES

Make an entry on **each** of the lines below – enter a zero (0) on the line if you sold none of the merchandise described. Include service receipts on line 51. Estimate entries on the basis of records of sales for purchases you already have summarized. If your records are on a company basis, use them and your knowledge of the operations of individual establishments in preparing your estimate. It is important to make an entry on each line, even though estimated.

You may report either in dollars or as a percent of total.

Description	Code	Estimated sales during 1967 – Dollars	Estimated sales during 1967 – Per cent
Professional Equipment, Supplies			
1. Dental equipment, supplies			
a. Teeth	51110		
b. Dental gold	51120		
c. Equipment (chairs, X-rays, cabinets, engines, etc.)	51130		
d. Sundry merchandise	51141		
e. **Total** dental equipment, etc. (Sum of lines a through d)	51107		
2. Surgical, medical, hospital equipment; orthopedic appliances	51109		
3. Ophthalmic products			
a. Prescription sales	51151		
b. Ophthalmic merchandise sales	51521		
c. Optical and ophthalmic instruments and equipment	51532		
d. **Total** ophthalmic products (Sum of lines a through c)	51508		
4. Scientific instruments (except optical (e.g., ophthalmic) and laboratory equipment	51607		
5. Other scientific, professional equipment, supplies, total (Specify)			
a.			
b.			
c.			
d. **Total** other scientific, etc. (Sum of lines a through c)	51108		

Please continue on reverse side

6. ANALYSIS OF SALES BY COMMODITY LINES – Continued

Make an entry on each of the lines below – enter a zero (0) on the line if you sold none of the merchandise described. Include service receipts on line 51. Estimate entries on the basis of records of sales or purchases you already have summarized. If your records are on a company basis, use them and your knowledge of the operations of individual establishments in preparing your estimate. It is important to make an entry on each line, even though estimated.

You may report either in dollars or as a percent of total.

V	Description	Code	Estimated sales during 1967	
			Dollars	Per cent
	Service Establishment Equipment, Supplies			
	6. Morticians' goods, undertakers' supplies (Report furniture on line 28)	53305		
	7. Notions (polishes, laces, brushes, gift items, etc.)	53507		
	8. Shoe repair and resale materials a. Leather, sole and heel (Report other leathers on line 44)	53512		
	b. Rubber and "other than leather" soles and heels	53520		
	c. Findings and merchandise used in shoe repair or resale	53530		
	d. **Total** shoe repair, etc. (Sum of lines a through c)	53501		
	9. Cosmetics, beauty aids, toiletries, dentifrices	53308		
	10. Beauty, barber shop equipment, supplies a. Equipment (furniture, hydraulic chairs, dryers, etc.)	52118		
	b. Spray can products	52126		
	c. Hair care products (shampoos, tonics, permanent waving, rinses, hair coloring, etc.)	52134		
	d. Wigs, switches, toupees, hair pieces	52142		
	e. Sundries (curlers, pins, caps, combs, hair cloth, etc.)	52159		
	f. **Total** beauty, barber shop, etc. (Sum of lines a through e)	52100		
	11. Laundry, drycleaning machines (washing, drycleaning, drying, finishing), equipment, supplies a. Coin-operated machines, equipment	52316		
	b. All other commercial laundry, drycleaning machines, equipment	52324		
	c. Supplies (chemicals, drycleaning fluids, etc.)	52332		
	d. **Total** laundry, drycleaning machines, etc. (Sum of lines a through c)	52308		
	12. Upholsterers' fabrics, supplies	53108		
	13. Custodial (janitors') supplies a. Machines and equipment (floor sweepers, polishers, vacuums, wall washers, squeegees, etc.)	52217		
	b. Cleaning chemicals and supplies (cleaners, waxes, seals, disinfectants, sanitizers, mops, brooms, brushes, etc.)	52225		
	c. **Total** custodial (janitors') supplies (Sum of lines a and b)	52209		
	14. Photographic goods	96108		
	15. Municipality supplies, equipment	53207		
	16. Other service business equipment, supplies (Specify) a. b. c.			
	d. **Total** other service, etc. (Sum of lines a through c)	53806		
	Garden and Farm Machinery and Equipment			
	17. Garden machinery, equipment, supplies a. Power lawn mowers	43117		
	b. Other garden machinery, tools, equipment	43125		
	c. **Total** garden machinery, etc. (Sum of lines a and b)	43109		
	18. Farm, dairy machinery, parts, and equipment, poultry equipment (including tractors) a. Tractors and equipment (farm)	43216		
	b. Harvesting machinery and equipment	43224		
	c. Land preparation, planting, cultivating machinery and parts	43232		
	d. Dairy farm and barn equipment	43240		
	e. Irrigation equipment (sprinkler and other)	43257		
	f. Light industrial equipment	43265		
	g. Miscellaneous farm machinery, equipment	43273		
	h. **Total** farm, dairy machinery, etc. (Sum of lines a through g)	43206		

V	Description	Code	Estimated sales during 1967	
			Dollars	Per cent
	Transportation Equipment			
	19. Railroad transportation equipment	81306		
	20. Boats (outboard and row boats) and boat accessories (except motors, machinery and engine supplies)	86305		
	21. Ship, boat (except outboard and row boats) marine propulsion machinery, equipment and parts	84305		
	22. Aircraft, aviation parts, and accessories a. Aircraft engines, airframes, etc.	84312		
	b. Aviation parts, supplies, equipment and accessories	84320		
	c. **Total** aircraft, aviation parts, etc. (Sum of lines a and b)	84304		
	23. Miscellaneous transportation equipment (except automotive) (Specify) a. b. c.			
	d. **Total** miscellaneous transportation, etc. (Sum of lines a through c)	84303		
	School, Church Supplies, Stationers', Office Supplies			
	24. School equipment, supplies a. Equipment (Report furniture on line 28)	51219		
	b. Supplies	51227		
	c. **Total** school equipment, supplies (Sum of lines a and b)	51201		
	25. Church equipment, supplies	51300		
	26. Stationery, office supplies, artists' materials	76109		
	27. Office machines and equipment	41103		
	28. Office, commercial, and other business furniture	77206		
	Chemicals, Drugs, Soaps, Paper			
	29. Soaps and detergents	16105		
	30. Pharmaceuticals, antibiotics, druggist chemicals, biologicals, botanicals	14100		
	31. Paints, lacquers, varnishes, enamels	15107		
	32. Industrial organic and inorganic chemicals, acids, gases, fats, oils, explosives, naval stores, dye stuffs	16204		
	33. Industrial papers (wrapping, bags, cartons, etc.)	75200		
	34. Personal service paper (toweling, cups, facial tissues, etc.)	75101		
	Other Commodity Lines			
	35. Automotive parts, equipment (except tires and tubes)	12303		
	36. Major appliances, television sets, radios and record players	34207		
	37. Rope, cordage, twine (Report wire rope on line 41)	48702		
	38. Kitchen utensils, kitchen tools	78709		
	39. Hardware	36103		
	40. Iron, steel pipe, tubing	62604		
	41. Iron and steel wire, wire products	62702		
	42. Toys, games, fireworks, children's vehicles	86106		
	43. Sporting, athletic goods, bicycles	86702		
	44. Leather	97303		
	45. Yard or piece goods	47103		
	46. Curtains, draperies	78902		
	47. Feeds	87205		
	48. Fertilizer, fertilizer materials	87303		
	49. Agricultural chemicals, including insecticides and fungicides, etc. (except fertilizer)	87502		
	50. Miscellaneous lines of merchandise (Specify) a. b. c.			
	d. **Total** miscellaneous lines, etc. (Sum of lines a through c)	92600		
	51. Labor, service, and rental receipts	99309		
	52. **TOTAL SALES IN 1967** (Sum of entries should be the same as item 5a.)	0		

17.	Name of person to contact regarding this report	Address (Number, street, city, State, ZIP code)	Telephone No.		
			Area code	Number	Extension
CERTIFICATION	This report is substantially accurate and covers the period from ____ to ____				
	Signature of authorized person	Title	Date		

FORM C.B. 503

PLAINTIFF

GX 57

57X

OCT 26 1973

EXHIBIT

U. S. DIST. COURT
S. D. OF N. Y.

RICT COURT
OF NEW YORK

UNITED STATES OF AMERICA,

Plaintiff,

-against-

HEALTHCARE CORPORATION,

Defendant.

AFFIDAVIT OF
MICHAEL CYKER

70 Civ. 1312 (E.L.P.)

COMMONWEALTH OF MASSACHUSETTS)
: ss.:
COUNTY OF SUFFOLK)

MICHAEL CYKER, having been duly sworn, deposes and says:

1. I am the President of the Dental Supply Division of Healthcare Corporation ("Healthcare") and make this affidavit in opposition to the Government's motion for a preliminary injunction in the above-entitled action. I am familiar with the acquisitions referred to in the complaint and which can be summarized as follows:

Name	Acquisition Date	Locations
S. S. White Co. ("S. S. White")	January 1969	Manhattan Brooklyn Bronx
General Dental Supply Co., Inc. ("General Dental")	May 1969	Manhattan
M. A. Sechter Dental Equipment & Supply Co., Inc. and M. A. Sechter Dental Supply Co., Inc. of New Jersey (together "Sechter")	June 1969	Hackensack, N.J. Manhattan
Hebard Metro Dental Company ("Hebard Metro")	November 1969	Syosset, L.I.
Hebard Dental Supply Co., Inc. ("Hebard Dental")	November 1969	North White Plains, N.Y.

Description of Acquisitions

(A) S. S. White

2. The inventory and fixtures of the three S.S. White outlets in New York City were acquired by Healthcare in January 1969. S. S. White, with headquarters in Philadelphia, is one of the nation's largest manufacturers and wholesalers of dental supplies and equipment. S. S. White also has a chain of retail dental outlets. Pursuant to an antitrust consent decree, it was required to divest itself of retail outlets accounting for a fixed dollar amount of business. Among the least viable retail outlets which S. S. White chose to sell were the three New York outlets acquired by Healthcare. The Bronx and Brooklyn outlets were small "laboratory filling stations." The Manhattan outlet had 12,000 square feet of office and storage space and, although primarily selling to laboratories, also sold to dentists and institutional purchasers. At the time of acquisition by Healthcare, these three outlets had a total of 12 salesmen, including two trainees. Five of the salesmen were close to retirement age. In 1968, sales at retail by the three S.S. White outlets in Metropolitan New York were $1,830,212.* The sales of these outlets had been in a steady decline for some years.

3. Because the three outlets acquired had been part of a larger company and were under poor management, it was necessary for me to spend a substantial portion of my time, up to two or three days per week, commencing in January 1969, in an effort to help improve the operations of these outlets. On

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*Throughout this affidavit the phrase "Metropolitan New York" conforms to the geographic area referred to in the affidavit of David A. Ellis.

the basis of this experience, I concluded that the S. S. White outlets were particularly deficient in two respects. First, they needed better management; second, they required a more effective sales organization, especially for sales to dentists. I believed, however, that the laboratory business could be made profitable. Despite changes subsequently made by Healthcare, however, the former S. S. White outlets have been operating at a loss since the time they were acquired.

(B) General Dental

4. In May 1969, Healthcare acquired General Dental. A prime reason for acquiring General Dental was to obtain management talent and facilities to be used to help in improving the operation of the former S. S. White outlets. General Dental has a single outlet located at 19 Union Square West in Manhattan. In addition, it has warehouse space in Long Island City. In 1968, General Dental's total sales at retail in Metropolitan New York were $2,581,311.

5. At the time of acquisition in 1969, General Dental was in poor financial condition. In June of 1960 it had been on the verge of bankruptcy, but had been able to continue functioning when a Creditors' Committee was appointed to control the Company under a trust agreement and the debts of its 92 creditors were frozen for a period of ten years. General Dental was unable to liquidate these obligations. In 1967 the creditors agreed to reduce their claims by half in order to permit General Dental to take advantage of a tax carry-forward loss, but the trust arrangement continued. In 1968 the Company showed a small profit, most of which was required to meet increased costs. In 1969, prior to the acquisition, General

Dental was barely breaking even. The 1960 trust arrangement was due to expire in 1970 and it was essential that some arrangements be made to pay General Dental obligations or it would be forced out of business. After the acquisition Healthcare advanced funds necessary to cover these obligations.

6. The acquisition of General Dental provided Healthcare with management of its New York dental supply business and made it possible for this business to compete for sales to dentists. As is explained below, the former S. S. White outlets are now devoted entirely to the laboratory business, while the former General Dental facilities serve dentists and institutional purchasers.

(C) Sechter

7. Sechter was acquired by Healthcare in June 1969. At the time of the acquisition Sechter leased 17,000 square feet of space in Hackensack, New Jersey, and the acquisition gave Healthcare an outlet located in that area. Sechter also maintained a small "college store" near the Columbia Dental School in Manhattan.

8. In 1968 Sechter's total sales to dentists, dental laboratories, schools and instititions in Metropolitan New York were $1,762,507. Of this amount, only some $10,000 to $15,000 was sold from the college store which has since been closed.

9. Like S. S. White and General Dental, Sechter was a marginal company at the time its assets were purchased by

Healthcare in 1969. Although Sechter's sales were increasing its profits were sharply declining:

Year	Net Profits
1965	$26,490
1966	$23,913
1967	$ 1,055
1968	$ 2,822

The decrease in profits was not due to excessive officers' salaries; on the contrary, the scheduled salaries were modest, and, even at that, the officers found it necessary to loan the company up to 40% of their salaries. As a consequence, officers' loans to the company at the time of the acquisition exceeded $60,000 and kept the company going by financing the inventory.

(D) Hebard Dental

10. Hebard Dental was acquired by Healthcare in November 1969. At the time of acquisition Hebard Dental leased approximately 10,000 square feet of office and warehouse space in North White Plains, New York.

11. In 1968 Hebard Dental's retail sales in Metropolitan New York to dentists, dental laboratories, schools and institutions were $1,115,328. Of this volume, Hebard Dental had sales in Westchester County of $952,261.00 and in Rockland County of $111,092.00. Its sales within New York City totalled less than $50,000.

(E) Hebard Metro

12. Hebard Metro was also acquired by Healthcare in November 1969. At the time of acquisition it leased 16,500

square feet of office and storage space in Syosset, Long Island.

13. In 1968 Hebard Metro's total retail sales in Metropolitan New York to dentists, dental laboratories, schools and instititions were $1,750,436. Most of these sales were to customers on Long Island but substantial sales were made also in other areas of Metropolitan New York.

Ease of Entry Into
The Dental Supply Business

14. Establishing a dental supply company involves three factors: securing office and storage space, purchasing inventory, and hiring personnel. Meeting each of these requirements is comparatively easy for a new entrant.

15. Most of the sales and services performed by a dental supply company are done in the field; comparatively little office and storage space is required. The space need have no particular characteristics and usually costs little. The space used by the five companies acquired by Healthcare provides a good example:

Company	Floor Space	Annual Rental	Cost/Sq.Ft.
S. S. White (Manhattan	12,000 sq. ft. (upper floor of office building)	$22,000	$1.83
General Dental (Manhattan)	12,000 sq. ft. (upper floor of office building)	$24,000	$2.00
Sechter (Hackensack)	17,000 sq. ft. (ground floor)	$18,000	$1.06
Hebard Dental (North White Plains)	10,000 sq. ft. (ground floor)	$12,000	$1.20
Hebard Metro (Syosset)	16,500 sq. ft. (ground floor)	$36,000	$2.19

16. One who desires to enter the dental supply business can begin with as small or as large an inventory as he chooses. Individual solicitors need do little more than fill a briefcase--or "carpetbag" as it is known in the trade--especially with fast moving items such as paper products, x-ray film, impression material, silver alloys, and the like. Larger dental jobbers and dealers may stock a wider line of supplies. Mail-order houses generally advertise a broad range of items. (Just how broad a line can be seen from a typical catalogue, such as that attached hereto as Exhibit A). Manufacturers, of course, will sell those items which they themselves produce, in many cases directly to the ultimate user. Each of these sellers of dental products and equipment--jobbers, dealers, mail-order houses and manufacturers--competes with each other and sells similar products to the same customers. As a consequence, the yellow pages of the 1970 telephone directories for the Metropolitan New York Market list more than 225 different suppliers of dental supplies and equipment.

17. Of the personnel employed by a dental supply company, most are involved in clerical work, shipping, receiving and billing. Such employees do not require specialized training, and can be replaced or transferred with no more difficulty than comparable personnel in other businesses. Even those few employees, such as salesmen or servicemen, who require training and particularized knowledge, need no specialized education and are trained on the job like any other trainees.

18. The fluid relationship between the purchasers and sellers of dental supplies and equipment also makes entry into the business relatively easy. Dentists, dental laboratories, and other purchasers have numerous sources of supply to which they can turn. In fact, every dentist uses several different

sources of supply, including several dealers, and no dentis. in my experience relies on a single supplier. The different types of sellers compete for the business of the same customers. A dealer would usually have hundreds of dentist customers alone, and some dealers have over a thousand dentist customers. Each dentist purchases a comparatively small amount from a particular supplier. The business is carried out primarily by individual solicitation or by mail solicitation; there are usually no supply contracts and each customer is able to switch readily from one supplier to another, or even to split single small orders among several suppliers. Competition is therefore on a daily and individual basis. For example, Hebard Metro's current customer lists shows over 1400 customers.

19. The way in which a successful dental supply company might come into existence is suggested by Hebard Metro in Syosset. In 1965, 13 disgruntled employees left Guterman Dental Supply Company at 220 East 23rd Street in Manhattan. Nine of those employees, including five salesmen, opened an office in Plainview, Long Island, leasing 8,700 square feet of office and storage space and obtained a full line of dental supplies and equipment. A cash investment of $100,000 was required to begin business, and although the company's securing of an inventory was facilitated by its affiliation with Hebard Dental, such inventory is readily obtainable upon meeting manufacturers' credit standards. Hebard Metro's initial sales were made primarily in Manhattan, Brooklyn and Queens, with which the salesmen were most familiar, but sales in Nassau and Suffolk quickly expanded. Many dental supply houses have been started in a similar fashion by employees leaving their employer to start a business of their own.

A Preliminary Injunction Is Not Necessary And Would Severely Penalize Defendant

20. As a practical matter, no preliminary injunctive relief should be granted in this action because (a) the dental supply business is such that Healthcare can comply with any divestiture order regardless of changes in operations of the acquired companies and (b) a preliminary injunction tying management's hands would cause serious economic losses to several of the corporations, and reduce rather than maintain their ability to compete.

21. The case at bar involves no more than a local sales industry which requires little office space, few assets, a minimal inventory and personnel who require no special educational qualifications and can be trained on the job. The Government suggests in its Memorandum that if a preliminary injunction is not issued, divestiture will result in "complicated and perplexing problems on tax matters and otherwise" and alleges that "the unscrambling of assets as well as personnel will raise extremely complicated problems." These broad general statements are not supported by any facts and are inconsistent with the nature of the dental supply business.

22. In order to put in context the changes that Healthcare plans to make in its New York dental supply business, it is necessary to describe briefly the present status of the acquired dealerships. The outlets acquired from S. S. White are now operated together with General Dental, under the name Rower Dental Supply Co. of New York, Inc. ("Rower"). (S. S. White permitted its name to be used only for a brief period after the acquisition of its New York outlets). The outlets acquired from S. S. White are now devoted entirely to servicing laboratories, and the former General Dental outlet is devoted to

servicing dentists and institutional purchasers. I am informed that all of the former S. S. White outlets are losing money. The Manhattan outlet is losing approximately $5,000 a month, the Bronx outlet is losing $1,500 to $2,000 a month, and the Brooklyn outlet is losing $3,000 to $4,000 a month. These losses would be even greater were it not for Rower's providing administrative services for which the former S. S. White outlets are not being charged.

23. Altogether since Healthcare acquired the five dealerships it has contributed to their working capital approximately $1.75 million cash. Over $1 million was put into the combined White - General operation to keep it in business. This was done in conjunction with certain changes in operations made, and to be made, to stop the losses and put the operations on a profitable basis. It would be grossly unfair to bar such changes pending trial and to prevent Healthcare from carrying out necessary economies.

24. One of the most important changes planned is the consolidation of the S. S. White and General Dental outlets. Subsequent to acquiring these outlets, Healthcare purchased a building on West 44th Street in Manhattan for the purpose of moving the operations there. In my opinion, the only way to stem the current losses is to close the Bronx and Brooklyn outlets and to combine the 42nd Street and Union Square operations under one roof. This consolidation would realize operational economies, including a more efficient use of administrative personnel.

25. In addition, Healthcare has made a few transfers of personnel among the acquired companies and is considering a few other transfers. Final decisions have not been made on all

these matters but the general objective is to reduce costs and achieve more efficient operations. The basic relationships of these companies and the salesmen with customers is not affected by these changes--which are primarily of an administrative and accounting nature--and none of the changes impairs Healthcare's ability to comply with a final order of divestiture. In fact, by placing these companies on a sounder operating basis, thereby more surely retaining effective salesmen, the dealerships acquired by Healthcare will be stronger economic entities if divestiture should be ordered after trial.

Michael Cyker

Michael Cyker

Sworn to before me this
14th day of May, 1970.

Notary Public

PLAINTIFF

GX 59

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NOV 1 1973

EXHIBIT
U. S. DIST. COURT
S. D. OF N. Y.

States v. Healthco, Inc. (Formerly
s Healthcare Corporation) 70 Civ. 1312 -

nt's Answer to Plaintiff's Interrogatory 37

Interrogatory

37. State the dollar volume of sales to dentists, dental laboratories, institutions and governmental agencies within the area comprising New York City, Westchester, Rockland, Nassau and Suffolk Counties in the State of New York and Bergen, Essex, Hudson, Passaic, Union, Morris, Somerset and Middlesex Counties in the State of New Jersey (providing approximations where exact figures are not available) by:

a. S.S. White/New York in 1968 of:
   i. dental equipment;
   ii. dental sundries;
   iii. replacement parts for dental equipment; and
   iv. service and repair of dental equipment.

b. General in 1968 and 1969 of:
   i. dental equipment;
   ii. dental sundries;
   iii. replacement parts for dental equipment; and
   iv. service and repair of dental equipment.

c. Rower/New York in 1969, 1970, 1971 and 1972 of:
   i. dental equipment;
   ii. dental sundries;
   iii. replacement parts for dental equipment;
   iv. service and repair of dental equipment; and
   v. in 1971 and 1972 of all dental products.

d. Sechter in 1968, 1969, 1970, 1971 and 1972 of:
   i. dental equipment;
   ii. dental sundries;
   iii. replacement parts for dental equipment;
   iv. service and repair of dental equipment; and
   v. in 1971 and 1972 of all dental products.

e. Hebard-Metro in 1968, 1969, 1970, 1971 and 1972 of:

i. dental equipment;

ii. dental sundries;

iii. replacement parts for dental equipment;

iv. service and repair of dental equipment; and

v. in 1971 and 1972 of all dental products.

f. Hebard Dental in 1968, 1969, 1970, 1971 and 1972 of:

i. dental equipment;

ii. dental sundries;

iii. replacement parts for dental equipment;

iv. service and repair of dental equipment; and

v. in 1971 and 1972 of all dental products.

g. National Dental Supply Company of New York in 1968 of:

i. dental equipment;

ii. dental sundries;

iii. replacement parts for dental equipment;

iv. service and repair of dental equipment; and

v. all dental products.

Answer

37. Defendant's financial records for the years 1968, 1969 and 1970 do not break down the sales volume of the various types of products to each category of purchaser. The information for the years 1971 and 1972 is as follows:

(c) ROWER/NEW YORK

DENTISTS	1971	1972
Dental Equipment	683,437.53	949,749.22
Dental Sundries	1,265,590.64	1,520,167.16
Replacement Parts	89,758.55	79,117.52
Service and Repair	53,862.89	78,844.88
All Products	2,136,692.70	2,658,209.98

(c) ROWER/NEW YORK - continued

LABORATORIES	1971	1972
Dental Equipment	98,480.18	105,817.88
Dental Sundries	263,062.89	299,316.12
Replacement Parts	835.20	835.80
Service and Repair	450.65	443.75
All Products	928,206.81	1,004,558.48
INSTITUTIONS		
Dental Equipment	291,908.22	380,982.63
Dental Sundries	177,708.55	329,014.57
Replacement Parts	8,250.70	6,350.81
Service and Repair	4,182.99	5,193.75
All Products	481,780.81	752,892.66

(d) SECHTER

DENTISTS		
Dental Equipment	598,162.45	840,852.88
ental Sundries	1,155,219.24	1,228,403.75
Replacement Parts	42,213.98	47,183.55
Service and Repair	47,674.39	56,344.35
All Products	1,835,130.18	2,152,885.80
LABORATORIES		
Dental Equipment	4,839.45	14,698.20
Dental Sundries	100,304.40	86,934.21
Replacement Parts	590.01	78.92
Service and Repair	177.54	458.08
All Products	278,064.66	296,102.32
INSTITUTIONS		
Dental Equipment	147,871.29	100,392.76
Dental Sundries	270,771.34	370,851.73
Replacement Parts	2,715.26	5,159.00
Service and Repair	2,172.50	2,370.94
All Products	458,938.77	522,592.20

(e) HEBARD-METRO

DENTISTS	1971	1972
Dental Equipment	682,065.73	811,391.93
Dental Sundries	864,410.33	1,003,333.24
Replacement Parts	56,028.11	64,160.85
Service and Repair	36,618.89	42,758.29
All Products	1,618,015.17	1,891,852.49
LABORATORIES		
Dental Equipment	-	-
Dental Sundries	1,588.83	852.93
Replacement Parts	21.15	-
Service and Repair	-	-
All Products	3,002.68	1,751.32
INSTITUTIONS		
Dental Equipment	46,018.70	164,638.33
Dental Sundries	28,390.04	43,877.77
Replacement Parts	1,589.14	1,889.24
Service and Repair	1,115.50	1,664.75
All Products	75,997.88	210,486.39

(f) HEBARD DENTAL

DENTISTS		
Dental Equipment	555,184.51	609,923.32
Dental Sundries	906,638.45	904,200.38
Replacement Parts	37,158.04	46,312.47
Service and Repair	36,593.25	37,614.75
All Products	1,528,332.08	1,584,041.77
LABORATORIES		
Dental Equipment	352.02	374.45
Dental Sundries	6,909.99	4,630.13
Replacement Parts	310.05	53.65
Service and Repair	124.00	76.50
All Products	14,608.18	15,503.61

(f) HEBARD DENTAL - continued

INSTITUTIONS	1971	1972
Dental Equipment	68,821.35	24,041.19
Dental Sundries	51,320.56	40,506.47
Replacement Parts	2,776.39	1,665.13
Service and Repair	2,267.90	3,136.40
All Products	123,167.91	66,440.20

TABLE 16. Merchant Wholesalers—Standard Consolidated Areas and Selected Standard Metropolitan Statistical Areas, by Kind of Business: 1967—Continued

New York, N.Y.-Northwestern New Jersey SCA—Continued

Census kind of business	Kind of business and commodity line	Establishments (number)	Sales of specified commodity lines: Amount[1] ($1,000)	Sales of specified commodity lines: As percent of total sales of—: Establishments handling the line	Sales of specified commodity lines: As percent of total sales of—: All establishments[2]
	CONSTRUCTION, MINING MACHINERY, EQUIPMENT (SIC 5082)				
	TOTAL	165	149 449	(X)	100.0
4210	CONSTRUCTION, MINING SUPPLIES	164	128 873	85.2	86.2
4211	CRAWLER TRACTORS	65	33 305	41.0	23.0
4212	SELF-PROPELLED SCRAPERS	25	5 286	12.1	3.5
4213	TRACTOR SHOVEL LOADERS	43	10 899	29.0	12.4
4214	PARTS AND ATTACHMENTS	65	10 572	23.3	7.1
4215	POWER CRANES AND PARTS	47	17 064	42.2	11.4
4216	BITUMINOUS MIXERS, PAVERS	16	1 308	13.4	.9
4217	CONCRETE MIXERS, PAVERS	25	4 174	10.5	2.8
4218	GRADERS, PULLERS, OFF HIGHWAY	45	7 796	11.1	5.2
4219	OTHER CONSTRUCTION EQUIP.	91	25 059	29.2	16.8
4420	GEN. PURPOSE INDUSTRIAL MACH.	42	7 318	15.2	4.9
4421	ENGINES (INCL. INT. COMBUST.)	12	4 825	24.6	3.2
4422	COMPRESSORS, PUMPS	24	1 164	5.9	.8
4423	CRUSHING MACH. AND EQUIP.	13	250	5.7	.2
4425	OTHER GEN. INDUST. MACHINERY	11	1 076	7.5	.7
	OTHER COMMODITIES	(X)	3	(X)	(Z)
4440	MATERIALS HANDLING EQUIPMENT	15	1 139	8.1	.8
4442	INDUSTRIAL TRUCKS	5	453	5.5	.3
4443	CRANES, DERRICKS, HOISTS	8	542	6.6	.4
	OTHER COMMODITIES	(X)	143	(X)	.1
4450	OIL WELL, OIL REFINING MACH.	4	466	16.5	.3
4470	OTHER SPECIAL IND. MACH.	4	443	12.0	.3
4480	USED OR REBUILT MACH. EQUIP.	32	4 187	13.9	2.8
4481	USED CONSTRUCTION EQUIP.	30	3 842	13.7	2.6
4483	OTHER USED OR REBUILT MACH.	5	309	4.7	.2
	OTHER COMMODITIES	(X)	36	(X)	(Z)
4910	OTHER INDUSTRIAL EQUIPMENT SUPP.	5	776	22.8	.5
9930	OTHER LABOR, SERVICE RECEIPTS	38	2 496	8.0	1.7
	COMMODITIES N.E.C.	(X)	3 721	(X)	2.5
	FARM MACHINERY AND EQUIPMENT (SIC 5083)				
	TOTAL	58	57 789	(X)	100.0
1220	NEW AND REBUILT PARTS	5	431	5.0	.7
4210	GARDEN MACHINERY, EQUIP., SUPP.	29	22 635	71.4	39.2
4220	FARM, DAIRY MACHINERY, PARTS	38	27 003	93.4	46.7
	[illegible]	[illegible]	[illegible]	(X)	13.4
	INDUSTRIAL MACHINERY AND EQUIPMENT (SIC 5084)				
	TOTAL	1 023	694 449	(X)	100.0
1220	NEW AND REBUILT PARTS	19	1 967	21.4	.3
1620	INDUSTRIAL CHEMICALS	8	1 454	33.3	.2
3310	ELECTRICAL WIRING SUPPLIES	7	483	14.2	.1
3610	HARDWARE	9	2 031	6.0	.3
4110	OFFICE MACHINES AND EQUIPMENT	9	618	33.3	.1
4210	CONSTRUCTION, MINING SUPPLIES	19	2 006	37.5	.3
4214	PARTS AND ATTACHMENTS	11	617	25.0	.1
4215	POWER CRANES AND PARTS	7	436	20.0	.1
4219	OTHER CONSTRUCTION EQUIP.	9	747	20.0	.1
	OTHER COMMODITIES	(X)	707	(X)	(Z)
4410	FOOD PROCESSING MACHINERY EQUIP.	65	38 652	76.9	5.6
4411	DAIRY, MILK PROD. MACH. EQUIP.	14	8 695	50.0	1.3
4412	OTHER FOOD PROCESSING MACH.	52	25 957	71.1	3.7
4420	GEN. PURPOSE IND. MACH.	250	103 739	73.5	14.9
4430	METAL-WORKING MACHINERY	159	173 879	84.4	25.0
4431	NEW MACHINE TOOLS	141	140 991	79.5	20.3
4432	MISCELLANEOUS METALWORKING	85	33 065	36.9	4.8
4440	MATERIALS HANDLING EQUIPMENT	56	41 720	75.4	6.0
4442	FORK LIFT TRUCKS	35	19 758	58.3	2.8
4443	INDUSTRIAL TRUCKS	16	1 553	41.0	.2
4443	CRANES, DERRICKS, HOISTS	28	3 910	33.3	.6
4444	CONVEYORS	4	583	20.0	.1
4449	OTHER MATERIALS HANDLING EQUIP.	65	21 246	55.3	3.1
4450	OIL WELL, OIL REFINING MACH.	22	50 379	52.6	7.3
[illegible]	[illegible]	169	69 847	91.5	8.5

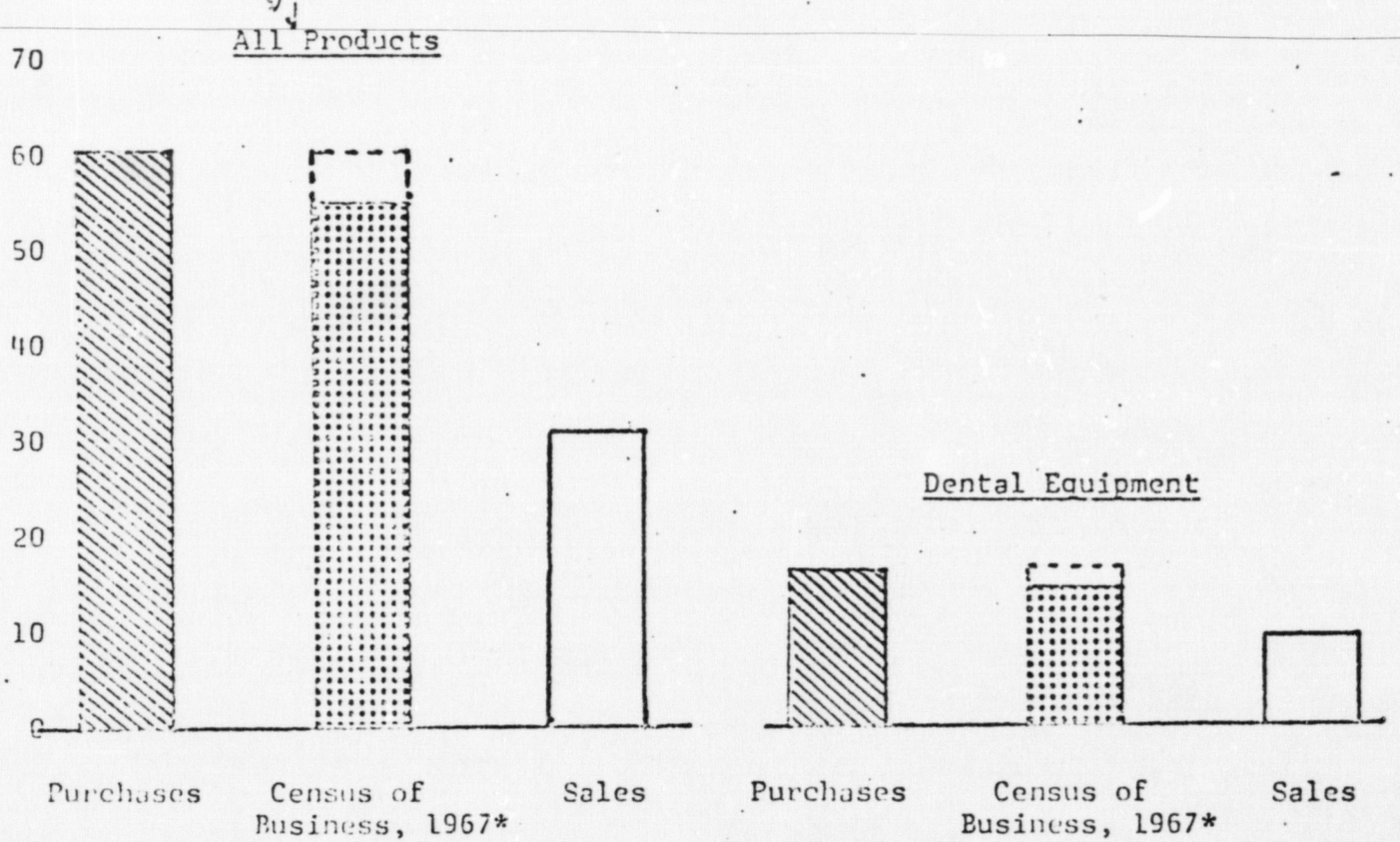
Census kind of business	Kind of business and commodity line	Establishments (number)	Sales of specified commodity lines: Amount[1] ($1,000)	Sales of specified commodity lines: As percent of total sales of—: Establishments handling the line	Sales of specified commodity lines: As percent of total sales of—: All establishments[2]
4470	OTHER SPECIAL IND. MACH.	275	157 744	100.0	22.7
4471	PAPER INDUSTRIES MACHINERY	28	12 144	77.8	1.7
4472	TEXTILE INDUSTRY MACHINERY	84	47 520	65.7	6.8
4473	WOODWORKING MACHINERY	23	5 253	41.8	.8
4474	OTHER SPECIAL PURPOSE MACH.	148	92 789	100.0	13.4
4480	USED OR REBUILT MACH. EQUIP.	126	24 035	28.8	3.5
4481	USED CONSTRUCTION EQUIP.	15	3 022	100.0	.4
4483	USED MACHINE TOOL-CUTTING	26	8 453	77.8	1.2
4489	OTHER USED OR REBUILT MACH.	85	12 560	23.6	1.8
4610	INDUSTRIAL VALVES, FITTINGS	12	570	2.3	.1
4640	ABRASIVES, ABRASIVE MATERIALS	18	1 130	20.0	.2
4910	OTHER INDUSTRIAL EQUIPMENT SUPP.	34	6 927	34.3	1.0
9760	MISCELLANEOUS LEASES	14	1 195	4.2	.2
9930	OTHER LABOR, SERVICE RECEIPTS	91	4 164	7.8	.6
	COMMODITIES N.E.C.	(X)	22 882	(X)	3.3
	INDUSTRIAL SUPPLIES (SIC 5085)				
	TOTAL	726	445 988	(X)	100.0
1220	NEW AND REBUILT PARTS	22	757	13.3	.2
1510	PAINTS, VARNISHES, LACQUERS	12	392	12.5	.1
3310	ELECTRICAL WIRING SUPPLIES	15	459	26.5	.2
3610	HARDWARE	56	5 569	44.0	1.3
3710	HYDRAULIC EQUIPMENT, SUPPLIES	9	290	5.5	.1
3760	PLUMBING FIXT. EQUIP., SUPPLIES	36	3 735	12.1	.6
4210	CONSTRUCTION, MINING SUPPLIES	7	1 407	23.0	.3
4420	GEN. PURPOSE INDUSTRIAL MACH.	46	2 847	12.0	.4
4422	COMPRESSORS, PUMPS	30	2 203	15.8	.5
4425	OTHER GEN. INDUST. MACHINERY	11	420	5.8	.1
	OTHER COMMODITIES	(X)	205	(X)	(Z)
4430	METAL-WORKING MACHINERY	32	3 911	21.4	.9
4431	NEW MACHINE TOOLS	26	3 111	16.9	.7
4432	MISCELLANEOUS METALWORKING	11	759	15.3	.2
4440	MATERIALS HANDLING EQUIPMENT	25	1 782	8.3	.4
4443	CRANES, DERRICKS, HOISTS	10	678	6.2	.2
4445	OTHER MATERIALS HANDLING EQUIP.	12	908	8.0	.2
	OTHER COMMODITIES	(X)	196	(X)	(Z)
4470	OTHER SPECIAL IND. MACH.	11	1 532	17.6	.3
4474	OTHER SPECIAL PURPOSE MACH.	7	1 463	10.7	.3
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
4510	BEARINGS, POWER TRANSMISSION	114	58 699	66.0	13.2
4511	BALL, ROLLER BEARINGS	66	38 331	57.2	8.6
4512	OTHER POWER TRANSMISSION EQUIP.	72	20 368	37.7	4.6
4610	INDUSTRIAL VALVES, FITTINGS	110	63 650	57.4	14.3
4710	WELDING EQUIPMENT, SUPPLIES	74	41 749	58.9	9.4
4810	RECONDITIONED DRUMS AND BARRELS	47	10 049	100.0	2.3
4820	BOTTLERS SUPPLIES	30	28 317	94.4	6.3
4830	PRINTING, DUPLICATING INKS	13	4 473	50.0	1.0
4840	ABRASIVES, ABRASIVE MATERIALS	122	80 928	47.6	9.2
4850	INDUSTRIAL LEATHER, LEATHER BELT	42	3 987	23.6	.9
4860	MECHANICAL RUBBER GOODS	107	24 108	45.0	5.4
4870	POWER SCRAPER, FARM (NOT KIRK)	50	16 597	44.6	3.7
4910	OTHER INDUSTRIAL EQUIPMENT SUPP.	314	100 173	61.9	22.5
5490	SHIP, BOAT	4	946	28.6	.2
5600	AIRCRAFT, AVIATION PARTS	5	927	13.5	.2
6220	IRON/STEEL AIRLINE PIPE PRODUCTS	25	651	5.2	.1
6250	CAST IRON SOIL PIPE, FITTINGS	9	332	4.6	.1
6260	IRON, STEEL PIPE, TUBING	23	7 811	19.3	1.8
7420	INDUSTRIAL PAPERS	10	1 [illegible]	21.4	.3
9760	MISCELLANEOUS LEASES	12	371	33.3	.1
	COMMODITIES N.E.C.	(X)	15 731	(X)	3.5
	PROFESSIONAL EQUIPMENT AND SUPPLIES (SIC 5086)				
	TOTAL	759	500 439	(X)	100.0
1910	PHARMACEUTICALS, ANTIBIOTICS	20	1 808	12.5	.4
1920	INDUSTRIAL CHEMICALS	14	1 722	13.5	.3
3910	HARDWARE	4	745	8.2	.1
5100	DENTAL EQUIPMENT, SUPPLIES	118	58 968	90.0	11.7
5111	TEETH	57	5 192	100.0	1.0
5112	DENTAL GOLD	47	4 519	100.0	.9
5113	EQUIPMENT (CHAIRS), ARMAMT.	68	14 260	94.1	2.8
5114	DENTAL MERCHANDISE	44	33 976	69.4	6.8
5120	MEDICAL EQUIPMENT, SUPPLIES	76	32 212	91.1	6.4
5121	SURGICAL EQUIPMENT, SUPPLIES	57	15 431	91.2	3.1
5160	[illegible] MED., HOSPITAL EQUIP.	222	181 909	89.2	36.4

[illegible] DX EXHIBIT 5 A

313 e

SOURCE: 1967 Census of Business, Report BC67-WA1, Wholesale Trade — Commodity Line Sales, U. S. Department of Commerce, Bureau [illegible]

1968 Dental Supply Purchase Data, Census of Business Data and Sales Data Tabulated by Plaintiff (In Millions)



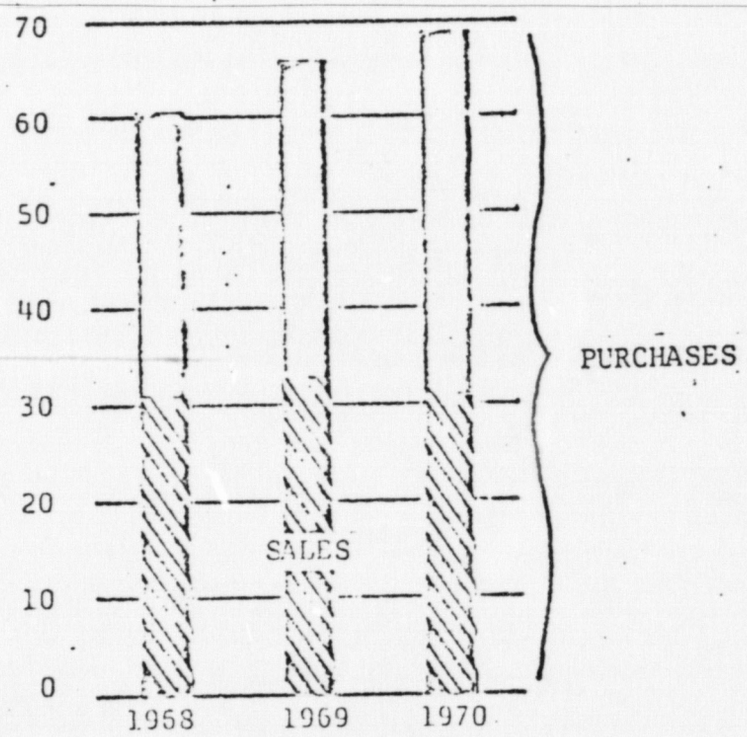
* The Census Bureau data extrapolated to 1968, using an increase of 11% for All Products and 15% for Dental Equipment. These were the trade-wide average increases reported to the American Dental Trade Association by dealer companies for 1968 Quarterly Sales Trend Report.

314 e

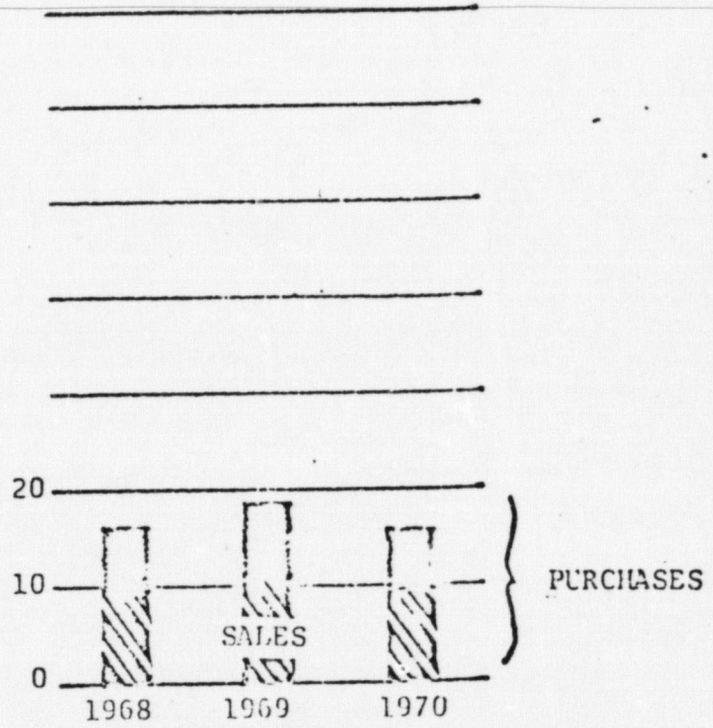
DX B

Def. x B

Comparison of Purchases of Dental Products and Sales
Tabulated by Plaintiff, 1968-1970
(In Millions)



All Dental Products



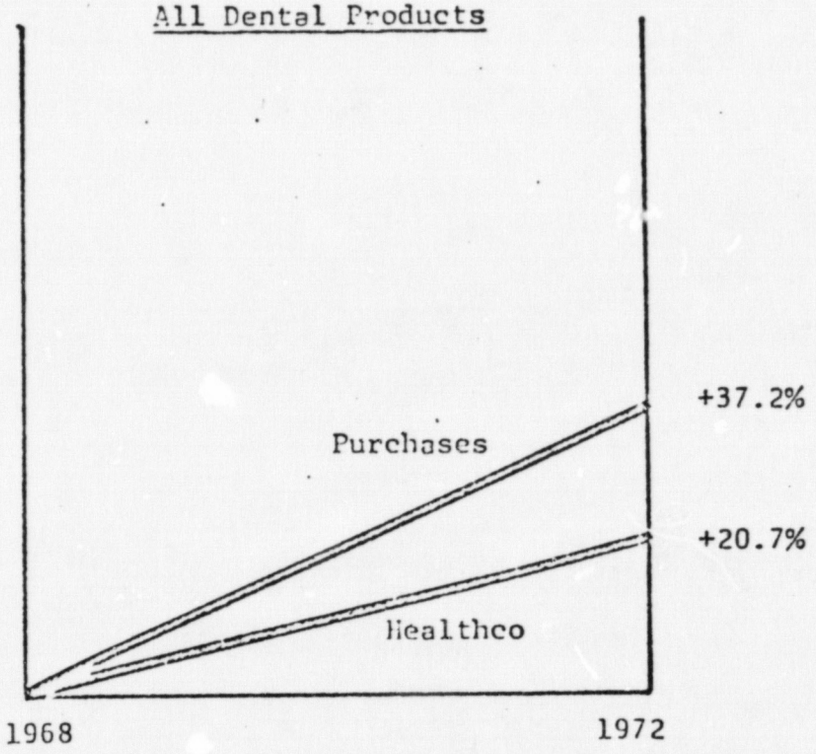
Dental Equipment

315 e

DX C

Def x C

Trend of Purchases by Dentists and Laboratories
and Healthco Metropolitan New York Stores, 1968-1972



316 e

DX D

Def'x ED

Exhibit No. 1 for identifi-

DX P

TABLE 2. Merchant Wholesalers--United States, by Broad Commodity Line: 1967

Kind of business and commodity line	Establishments (number)	Sales ($1,000)	Percent of sales accounted for by the largest establishment	Kind of business and commodity line	Establishments (number)	Sales ($1,000)	Percent of sales accounted for by the largest establishment
UNITED STATES				UNITED STATES--CONTINUED			
47 AUTOS	251 526	91 678 696	100.0	431 SCREEN MACHINES	1 120	436 520	.7
48 AUTOMOBILES, MOTORCYCLES, ETC.	2 662	3 091 150	1.7	432 FARM DAIRY MACHINES	1 602	554 815	.8
49 TRUCKS, TRUCK TRACTORS	2 223	1 566 317	.4	441 FOOD PROCESSING MACHINERY	580	218 569	.1
50 TRUCK, TRUCK TRAILER BODY CARGO	7 502	536 241	.3	442 FOOD PRODUCTS MACHINERY	4 225	1 210 [illegible]	.7
51 TIRES AND TUBES, PARTS	29 159	6 864 941	3.6	443 SPECIAL INDUSTRY MACHINES	3 120	2 154 692	.8
52 AUTOMOTIVE PARTS	1 569	57 429	(Z)	444 TEXTILE MACHINERY	2 347	798 [illegible]	.3
53 AUTO & TRUCK PARTS, ACCESSORIES	2 706	280 837	.1	445 [illegible]	1 761	1 [illegible]	.5
54 PETROLEUM PRODUCTS MKT. EQUIP.	491	174 633	.1	446 PRINTING TRADES MACHINERY	491	192 617	.1
55 TIRES AND TUBES	5 360	1 147 524	.6	447 [illegible]	1 [illegible]	766 [illegible]	.4
56 TIRES AND TUBES	1 721	195 220	.1	448 MACHINE TOOLS, EQUIP.	2 702	554 810	.3
61 DRUGS, PROPRIETARIES, ANTIBIOTICS	1 731	1 903 857	1.0	451 HEARINGS, POWER TRANSMISSION	1 [illegible]	743 [illegible]	.4
62 HEALTH PRODUCTS	2 [illegible]	915 [illegible]	.5	461 [illegible]	5 [illegible]	804 [illegible]	.4
69 DRUGS, ACIDS	3 87[illegible]	1 418 [illegible]	.7	471 OFFICE EQUIPMENT, FURNITURE	1 [illegible]	610 [illegible]	.3
65 TOILET SUNDRIES	1 [illegible]	492 [illegible]	.2	481 OFFICE MACHINES, FORMS AND PAPERS	[illegible]	[illegible]	(Z)
66 PAINTS, VARNISHES, LACQUERS	3 [illegible]	481 [illegible]	.2	482 [illegible]	538	221 [illegible]	.1
67 SOAPS AND DETERGENTS	2 [illegible]	851 [illegible]	.4	483 PRINTERS INDUSTRIAL INKS	280	[illegible]	(Z)
68 INDUSTRIAL CHEMICALS	4 189	2 [illegible]	1.2	484 ABRASIVES, ABRASIVE MATERIALS	2 [illegible]	[illegible]	.1
69 RUBBER PRODUCTS	3 [illegible]	[illegible]	1.0	485 [illegible]	588	[illegible]	(Z)
70 NOTIONS (THREAD, BUTTONS, ETC.)	1 [illegible]	[illegible]	.2	486 MECHANICAL RUBBER GOODS	1 [illegible]	[illegible]	.2
71 KNIT FABRICS, KNITTING YARNS	[illegible]	[illegible]	.2	487 BELTS, CONVEYOR & TRANS. [illegible]	1 [illegible]	[illegible]	.1
101 MENS, BOYS CLOTHING	2 802	1 [illegible]	.7	491 OTHER INDUSTRIAL EQUIPMENT	8 [illegible]	1 [illegible]	.8
102 WOMENS, CHILDRENS CLOTHING	[illegible]	1 [illegible]	1.0	511 DENTAL EQUIPMENT, SUPPLIES	[illegible]	[illegible]	.2
103 MILLINERY, MILLINERY SUPPLIES	244	62 [illegible]	(Z)	512 OPTICAL EQUIPMENT, SUPPLIES	[illegible]	[illegible]	.2
104 FURSKIN FURS, FUR CLOTHING	203	110 [illegible]	.1	513 [illegible]	502	[illegible]	(Z)
105 SHOES, OTHER FOOTWEAR	1 279	728 281	.8	514 SURGICAL, MED., HOSPITAL EQUIP.	1 [illegible]	1 [illegible]	.5
211 FROZEN FOODS	4 948	2 886 [illegible]	1.5	515 OPHTHALMIC PRODUCTS	1 [illegible]	[illegible]	.2
221 BUTTER AND CHEESE	4 302	1 349 [illegible]	.7	516 SCIENTIFIC INSTRUMENTS	[illegible]	[illegible]	.2
222 ICE CREAM, ICES	1 024	183 [illegible]	.1	517 OTHER SCIENTIFIC PROF. EQUIP.	[illegible]	[illegible]	.1
223 MILK, CREAM (FLUID)	1 895	1 034 [illegible]	.5	521 BEAUTY, BARBER SHOP EQUIPMENT	1 [illegible]	[illegible]	.2
229 OTHER DAIRY PRODUCTS	1 619	578 167	.3	522 CUSTODIAL (JANITORIAL) SUPPLIES	2 173	388 829	.2
231 EGGS (SHELL)	2 177	803 926	.4	523 LAUNDRY, DRY CLEANING MACHINES	1 166	419 452	.2
232 POULTRY	2 848	1 411 925	.7	531 UPHOLSTERERS' FABRICS, SUPPLIES	524	238 [illegible]	.1
241 CONFECTIONERY	7 389	2 024 [illegible]	1.0	532 MUNICIPALITY SUPPLIES, EQUIPMENT	711	175 [illegible]	.1
251 FISH, SEAFOOD (FRESH FROZEN)	2 005	873 487	.4	533 OTHER SERVICE (BUSINESS) EQUIPMENT	266	[illegible]	(Z)
261 MEATS, PROVISIONS	7 006	8 431 983	4.3	534 MORTICIANS' GOODS, UNDERTAKERS'	176	29 [illegible]	(Z)
271 FRESH FRUITS, VEGETABLES	6 251	4 359 490	2.2	535 SHOE REPAIR AND HEEL MATERIALS	363	[illegible]	(Z)
281 COFFEE-ROASTED (INCL. SOLUBLE)	2 649	739 924	.4	541 RAILROAD TRANSPORTATION EQUIP.	96	109 188	.1
282 COFFEE-GREEN	118	797 238	.4	542 SHIP, BOAT	656	256 047	.1
283 TEA, SPICES	2 545	328 487	.2	543 AIRCRAFT, AVIATION PARTS	1 037	900 036	.5
284 BAKERY PRODUCTS	1 968	526 309	.3	544 MISCELLANEOUS TRANSPORTATION	67	35 [illegible]	(Z)
285 FOOD, BEVERAGE BASIC MATERIALS	1 221	741 927	.4	611 COAL (BITUMINOUS AND ANTHRACITE)	448	569 066	.3
286 CANNED-BOTTLED FOODS	5 983	5 583 340	2.8	612 COKE	12	[illegible]	(Z)
287 SUGAR-REFINED	2 972	619 003	.3	621 IRON, STEEL PRODS. (SEMI-FINISH)	537	250 307	.1
289 BREAKFAST FOODS	2 050	408 430	.2	622 IRON, STEEL PRODUCTS (FLATS)	1 804	2 229 037	1.1
291 FLOUR, RELATED PRODUCTS	2 769	633 930	.3	623 IRON, STEEL WIRE, WIRE PRODUCTS	4 179	544 [illegible]	.3
292 MARGARINE, SHORTENINGS	4 204	708 056	.4	624 IRON, STEEL FINISHED PRODUCTS	1 678	1 145 306	.6
293 PET FOODS--ALL KINDS	2 092	488 922	.2	625 CAST IRON SOIL PIPE, TUBING	1 310	[illegible]	.1
294 DRIED FRUITS, VEGETABLES	1 619	198 860	.1	626 IRON, STEEL PIPE, TUBING	3 895	1 229 334	.6
295 SOFT DRINKS, DRINK WATERS	2 840	396 491	.2	627 OTHER CARBON STEEL PRODUCTS	161	104 [illegible]	.1
299 FOODS (EXC. AS SPECIFIED ABOVE)	3 351	2 697 050	1.4	2 ALLOY STEEL	511	367 [illegible]	.2
311 COTTON (RAW) INCL. LINTERS	321	1 956 135	1.0	633 STAINLESS STEEL	817	785 847	.4
312 GRAINS, BEANS, ETC.	2 335	10 894 111	5.5	641 COPPER WIRE (ELECTRICAL ONLY)	32	38 576	(Z)
313 LIVESTOCK (EXCEPT HORSES, MULES)	586	809 474	.4	642 OTHER COPPER, BRASS MILL PRODS.	532	363 844	.2
321 HIDES, SKINS, PELTS	531	616 392	.3	643 ALUMINUM SHAPES, FORMS, ETC.	1 305	685 123	.3
322 TOBACCO (LEAF)	166	558 647	.3	644 NONFERROUS METALS	771	467 184	.2
323 WOOL, MOHAIRS (RAW TOPS, NOILS)	202	300 641	.2				
324 OIL SEEDS, OIL NUTS, OIL KERNELS	44	36 610	(Z)				
325 PEANUTS, UNROASTED	42	73 019	(Z)				
326 NUTS (EDIBLE), SHELLED-UNSHELLED	88	81 591	(Z)				
327 OTHER INEDIBLE FARM PRODUCTS	154	148 660	.1				
331 ELECTRICAL WIRING SUPPLIES	6 228	4 855 892	2.5				
332 TELEPHONE AND SIGNAL EQUIPMENT	625	159 501	.1				
341 TV-CONSOLE RADIOS AND PLAYERS	1 993	431 328	.2				
342 MAJOR APPLIANCES	3 988	4 528 584	2.3				
343 ELECTRIC HOUSEWARES	3 268	831 128	.4				
344 ROOM AIR CONDITIONERS	1 539	328 803	.2	711 CIGARETTES, CIGARS, TOBACCO	4 652	5 [illegible]	2.7
351 ELECTRONIC TUBES, PARTS ACC.	5 261	2 206 812	1.1	721 BEER, ALE, PORTER, STOUT, ETC.	5 900	4 [illegible]	2.2
361 HARDWARE	7 962	2 372 445	1.2	731 WINES	2 026	1 022 061	.5
362 PAINTERS' SUPPLIES	1 097	92 981	(Z)	732 SPIRITS	1 435	4 989 963	2.5
371 WARM-AIR HEATING-COOLING EQUIP.	4 586	785 288	.4	741 PRINTING, WRITING PAPER	2 844	1 851 [illegible]	.9
372 FUEL, RESIDENTIAL SPACE HEATING	851	27 767	(Z)	742 ROLL NEWSPRT, ROTOGRAVURE PAPER	289	509 [illegible]	.2
373 MACHINES EQUIPMENT, SUPPLIES	2 446	364 116	.2	751 PERSONAL SERVICE PAPERS	5 426	1 [illegible]	.6
374 PLUMBING FIX., EQUIP., SUPPLIES	5 856	2 651 640	1.3	752 INDUSTRIAL PAPERS	4 729	1 [illegible]	.8
375 CENTRAL AIR CONDITIONING	3 081	593 487	.3	753 SHIPPING ROOM SUPPLIES	709	75 [illegible]	(Z)
382 PARTS, SUPPLIES, AND ACCESSORIES	1 564	261 384	.1	754 PAPERBOARD, BOXBOARD	900	196 574	.1
383 COMMERCIAL REFRIGERATORS EQUIP.	1 865	357 577	.2	761 STATIONERY, OFFICE SUPPLIES	7 [illegible]	1 [illegible]	.8
384 OFFICE MACHINES AND EQUIPMENT	5 170	668 953	.3	771 HOUSEHOLD FURNITURE, SL. CP. EQUIP.	1 477	692 559	.3
385 INSTRUMENTS, RECORDS, INSTRUMENTS	294	53 980	(Z)	772 OFFICE, COMM., BUS. FURNITURE	[illegible]	852 149	.4
386 COMMERCIAL KITCHEN EQUIPMENT	645	157 150	.1	781 CHINA, GLASSWARE, CROCKERY	936	343 882	.2
387 COMMERCIAL FOOD SERVICE EQUIP.	742	102 832	.1	782 HOUSEHOLD LINENS, DOMESTICS	1 001	476 [illegible]	.2
391 CHINA, GLASSWARE, COMMERCIAL	559	92 548	(Z)	783 SHADES, VENETIAN BLINDS	149	30 591	0
392 STORE, SERVICE SHOP MACHINES	1 173	257 426	.1	784 CURTAINS, DRAPES	591	94 661	0
393 SCALES, BALANCES (EX. SCIENTIFIC)	224	18 403	(Z)	785 FLOOR COVERINGS	2 [illegible]	1 [illegible]	.7
394 STORE, RESTAURANT FIXTURES	1 474	422 945	.2	786 MIRRORS, LAMPS, PICTURE FRAMES	453	76 902	0
41 CONSTRUCTION, MINING SUPPLIES	3 734	3 152 788	1.6	787 KITCHEN UTENSILS, TOOLS, MISC.	2 528	831 649	.4

- Represents zero. D Withheld to avoid disclosure. NA Not available. X Not applicable. Z Less than half unit of measure.
Detail may not add to total due to rounding.

TABLE 1A. Merchant Wholesalers—United States, by Kind of Business: 1967—Continued

Kind of business and commodity line	Establishments (number)	Selected specified commodity lines: Amount ($1,000)	Selected specified commodity lines: As percent of total sales: Establishments handling the line	Selected specified commodity lines: As percent of total sales: All establishments
UNITED STATES—CONTINUED				
...SEWING MACHINERY, EQUIP. SUPP.	20	3 350	50.0	*1
...DAIRY MACHINERY, PARTS	54	15 645	42.6	*
...OF PROCESSING MACHINERY EQUIP.	853	210 696	78.2	3.4
...DAIRY, MILK PROD. MACH. & EQ. IN.	169	83 320	58.3	1.4
...OTHER FOOD PROCESSING MACH.	348	124 980	62.4	2.0
...GENERAL PURPOSE INDUSTRIAL MACH.	2 154	668 806	62.0	10.5
...ENGINES (INCL. INT. COMBUST.)	568	328 171	56.3	5.1
...COMPRESSORS, PUMPS	1 004	227 144	40.0	4.0
...TRANSMISSION MACH. AND EQUIP.	125	26 540	31.2	.4
...BLOWERS, EXHAUST, EQUIP.	225	14 465	18.2	.2
...OTHER GEN. INDUST. MACHINERY	899	242 423	50.6	4.0
...METALWORKING MACHINERY	1 382	1 006 051	72.4	17.4
...MACHINE TOOLS	1 165	776 249	69.1	13.3
...MISCELLANEOUS METALWORKING	747	229 802	51.9	3.9
...MATERIALS HANDLING EQUIPMENT	1 312	645 887	66.6	11.0
...FORK LIFT TRUCKS	574	295 174	54.0	5.0
...INDUSTRIAL TRUCKS	245	39 [illegible]	19.4	.7
...CRANES, CARRIERS, HOISTS	380	47 382	24.0	.8
...ELEVATORS	54	18 261	37.5	.3
...OTHER MATERIALS HANDLING EQUIP.	811	225 869	60.2	3.8
...OIL WELL, OIL REFINING MACH.	1 579	927 843	84.7	18.7
...PRINTING TRADES MACHINERY	852	185 643	90.9	3.2
...OTHER SPECIAL IND. MACH.	1 419	722 781	78.9	10.4
...USED OR REBUILT MACH. EQUIP.	1 501	296 147	20.4	5.1
...USED CONSTRUCTION EQUIP.	262	71 213	38.7	1.2
...USED MACHINE TOOLS-CUTTING	909	97 649	36.1	1.7
...OTHER USED OR REBUILT MACH.	1 004	127 366	14.1	2.2
...BEARINGS, POWER TRANSMISSION	143	11 857	8.0	.2
...INDUSTRIAL VALVES, FITTINGS	425	32 705	10.3	.6
...WELDING EQUIPMENT, SUPPLIES	70	6 524	12.5	.1
...PRINTING, DUPLICATING INKS	44	3 070	33.3	.1
...ABRASIVES, ABRASIVE MATERIALS	223	20 431	7.3	.2
...MECHANICAL RUBBER GOODS	241	5 088	3.0	*
...OTHER INDUSTRIAL EQUIPMENT SUPP.	505	57 663	19.0	1.5
...SHIP, BOAT	38	4 989	33.3	.1
...IRON, STEEL PRODUCTS (FLAT)	34	22 366	20.0	.4
...IRON/STEEL WIRE, WIRE PRODUCTS	354	6 297	1.6	.1
...IRON, STEEL FINISHED PRODUCTS	18	3 889	16.6	.1
...CAST IRON, SOIL PIPE, TUBING	30	9 316	16.6	.2
...IRON, STEEL PIPE, TUBING	654	146 161	25.2	2.5
...PHOTOGRAPHIC GOODS	13	5 273	50.0	.1
...SENSITIZED, UNEXPOSED FILMS	13	5 273	50.0	.1
...MISCELLANEOUS LINES	224	35 643	13.9	.6
...OTHER LABOR, SERVICE RECEIPTS	1 440	122 567	11.4	2.1
COMMODITIES N.E.C.	(X)	376 158	(X)	6.1
INDUSTRIAL SUPPLIES (SIC 5085)				
TOTAL	7 658	5 197 695	(X)	100.0
...NEW AND REBUILT PARTS	338	26 184	10.8	.5
...PETROLEUM PRODUCTS MKT. EQUIP.	51	3 742	16.6	.1
...PAINTS, VARNISHES, LACQUERS	490	18 393	4.2	.4
...INDUSTRIAL CHEMICALS	130	29 289	11.5	.6
...ELECTRICAL WIRING SUPPLIES	223	22 706	8.3	.4
...ELECTRIC HOUSEWARES	14	3 648	10.0	.1
...HARDWARE	868	61 244	13.3	1.2
...WARM-AIR HEATING-COOLING EQUIP.	55	4 958	8.6	.1
...REFRIGERATION EQUIPMENT, SUPPLIES	35	3 991	16.6	.1
...PLUMBING FIX., EQUIP., SUPPLIES	456	63 087	12.3	1.2
...CHINA, GLASSWARE, COMMERCIAL	17	2 697	50.0	.1
...CONSTRUCTION, MINING SUPPLIES	204	25 774	19.2	.5
...CRAWLER TRACTORS	47	4 429	25.0	.1
...PARTS AND ATTACHMENTS	95	5 941	12.5	.1
...RUBBER CRANES AND PARTS	55	5 236	9.0	.1
...OTHER CONSTRUCTION EQUIP.	79	6 179	11.1	.1
...OTHER COMMODITIES	(X)	3 949	(X)	.1
...FARM MACHINERY, EQUIP. SUPP.	48	8 227	18.1	.2
...DAIRY MACHINERY, PARTS	36	5 451	10.0	.1
...GENERAL PURPOSE INDUSTRIAL MACH.	857	65 362	8.4	1.3
...ENGINES (INCL. INT. COMBUST.)	116	6 942	5.5	.1
...COMPRESSORS, PUMPS	413	28 934	5.7	.6
...BLOWERS (INDUST. EQUIP.)	211	4 593	2.6	.1
...OTHER SPEC. INDUST. MACHINERY	337	22 521	7.0	.4
...OTHER COMMODITIES	(A)	2 393	(X)	(Z)
	8			

Kind of business and commodity line	Establishments (number)	Selected specified commodity lines: Amount ($1,000)	Selected specified commodity lines: As percent of total sales: Establishments handling the line	Selected specified commodity lines: As percent of total sales: All establishments
UNITED STATES—CONTINUED				
5050 METALWORKING MACHINERY	702	150 527	18.1	2.7
5051 NEW MACHINE TOOLS	521	97 591	14.6	1.8
5052 MISCELLANEOUS METALWORKING	412	40 751	4.5	.8
5060 MATERIALS HANDLING EQUIPMENT	559	50 326	8.5	1.0
5061 FORK LIFT TRUCKS	50	9 692	15.5	.2
5062 INDUSTRIAL TRUCKS	63	3 [illegible]	5.0	.1
5063 CRANES, CARRIERS, HOISTS, EQUIP.	170	17 915	5.4	.4
5069 OTHER MATERIALS HANDLING EQUIP.	298	18 853	6.5	.4
(X) OTHER COMMODITIES	(X)	342	(X)	(Z)
5070 OIL WELL, OIL REFINING MACH.	66	7 130	10.0	.1
5080 OTHER SPECIAL IND. MACH.	307	21 437	5.0	.5
5090 USED OR REBUILT MACH. EQUIP.	111	4 [illegible]	2.0	.1
5110 MACHINERY, POWER TRANSMISSION	1 000	424 [illegible]	10.3	14.0
5111 BALL, ROLLER BEARINGS	1 110	248 [illegible]	16.6	7.7
5112 OTHER POWER TRANSMISSION EQUIP.	1 110	327 [illegible]	20.0	6.3
5130 INDUSTRIAL VALVES, FITTINGS	1 000	593 [illegible]	36.9	11.9
5140 WELDING EQUIPMENT, SUPPLIES	1 613	581 [illegible]	18.2	11.2
5141 GAS WELDING EQUIPMENT	1 [illegible]	96 [illegible]	[illegible]	2.9
5142 ARC WELDING EQUIPMENT	1 [illegible]	197 [illegible]	36.3	3.9
5143 RESISTANCE WELDING EQUIP.	845	26 [illegible]	12.1	.5
5150 RECONDITIONED DRUMS AND BARRELS	275	73 519	87.5	1.4
5160 PRINTERS SUPPLIES	208	214 845	28.8	4.1
5170 PRINTING DUPLICATING INK	60	18 709	50.0	.4
5180 ABRASIVES, ABRASIVE MATERIALS	1 665	247 812	10.8	4.8
5190 INDUSTRIAL LEATHER, LEATHER BELT	583	33 115	8.3	.6
5200 MECHANICAL RUBBER GOODS	1 [illegible]	331 776	20.6	6.4
5210 HOSE, COUPLINGS, TRIM (NOT WIRE)	500	95 986	15.2	1.8
5220 OTHER INDUSTRIAL EQUIPMENT SUPP.	3 092	1 302 810	56.2	25.1
5230 MUNICIPALITY SUPPLIES, EQUIPMENT	31	4 365	20.0	.1
5240 SHIP, BOAT	17	5 758	33.3	.1
5250 AIRCRAFT, AVIATION PARTS	17	2 679	20.0	.1
5260 IRON, STEEL PRODUCTS (FLAT)	181	33 [illegible]	10.0	.6
5270 IRON/STEEL WIRE, WIRE PRODUCTS	574	30 968	5.2	.6
5280 CAST IRON SOIL PIPE, TUBING	116	12 056	8.0	.2
5290 IRON, STEEL PIPE, TUBING	107	9 119	5.0	.1
5300 ALLOY STEEL	497	83 677	11.0	1.6
5310 STAINLESS STEEL	4	4 016	25.0	.1
5320 INDUSTRIAL PAPERS	75	10 307	8.3	.2
5330 KITCHEN UTENSILS, TOOLS, MISC.	29	5 675	10.0	.1
5340 SPORT, ATHLETIC GOODS, BICYCLES	15	10 943	25.0	.2
5760 MISCELLANEOUS LINES	29	3 799	9.0	.1
9930 OTHER LABOR, SERVICE RECEIPTS	162	50 [illegible]	42.2	1.0
COMMODITIES N.E.C.	566	17 [illegible]	8.1	.3
	(X)	128 710	(X)	2.5
PROFESSIONAL EQUIPMENT AND SUPPLIES (SIC 5086)				
TOTAL	4 633	2 892 965	(X)	100.0
1110 AUTOMOBILES, MOTORCYCLES, ETC.	4	3 205	25.0	.1
1113 OTHER PASSENGER MOTOR VEHICLES	4	3 205	25.0	.1
2410 PHARMACEUTICALS, ANTIBIOTICS	112	15 288	11.6	.5
1430 BEAUTY AIDS	16	1 891	12.5	.1
16.0 INDUSTRIAL CHEMICALS	96	18 951	17.5	.7
3610 HARDWARE	13	1 531	16.6	.1
4110 OFFICE MACHINES AND EQUIPMENT	71	2 973	5.2	.1
5110 DENTAL EQUIPMENT, SUPPLIES	702	315 854	93.1	10.9
5111 TEETH	518	42 603	16.1	1.5
5112 DENTAL GOLD	478	23 811	8.8	.8
5113 EQUIPMENT (CHAIRS, X-RAYS)	543	94 860	33.0	3.3
5114 SUNDRY MERCHANDISE	602	154 579	51.9	5.3
5120 SCHOOL EQUIPMENT, SUPPLIES	658	339 287	76.9	11.7
5130 CHURCH EQUIPMENT, SUPPLIES	302	41 503	38.8	1.4
5140 SURGICAL, MED., HOSPITAL EQUIP.	1 363	1 056 359	81.6	36.5
5150 OPHTHALMIC PRODUCTS	1 013	302 600	86.7	10.5
5151 PRESCRIPTION SALES	560	102 550	74.4	3.5
5152 OPHTHALMIC MERCHANDISE SALES	687	123 435	65.1	4.3
5153 OPTICAL, OPHTHALMIC INSTR.	398	76 615	37.6	2.6
5160 SCIENTIFIC INSTRUMENTS	540	445 842	54.8	1.4
5170 OTHER SCIENTIFIC, PROF. EQUIP.	553	194 909	61.4	6.7
5210 BEAUTY, BARBER SHOP EQUIPMENT	4	2 397	12.5	.1
5220 CUSTODIAL (JANITORS) SUPPLIES	23	3 356	10.0	.1
5221 MACHINES AND EQUIPMENT	20	1 837	11.1	.1
5222 CLEANING CHEMICALS, SUPPLIES	20	1 519	12.5	.1
5320 MUNICIPALITY SUPPLIES, EQUIPMENT	14	1 530	50.0	.1
7110 CIGARETTES, CIGARS, TOBACCO	9	2 291	33.3	.1
7520 INDUSTRIAL PAPERS	22	3 837	10.0	.1

- Represents zero. D Withheld to avoid disclosure. NA Not available. X Not applicable. Z Less than half the unit.
- Detail may not add to total due to rounding.

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Group No. 508 — MACHINERY, EQUIPMENT, AND SUPPLIES—Continued

Industry No. 5085 — Industrial Supplies

Establishments primarily engaged in marketing industrial supplies, such as abrasives and materials, rope and cordage, and mechanical rubber goods; welding supplies; mechanical power transmission supplies, including bearings; industrial valves and fittings; metal containers; industrial leather; and reconditioned barrels and drums.

Abrasives—wholesale
Barrels, new and reconditioned—wholesale
Bearings—wholesale
Belting, hose, and packing—wholesale
Bort—wholesale
Bottles, glass or plastic—wholesale
Bottlers' supplies—caps, bottles, etc.—wholesale
Boxes, crates, etc., other than paper—wholesale
Brushes, industrial—wholesale
Cans for fruits and vegetables—wholesale
Cordage—wholesale
Diamonds, industrial: natural, crude—wholesale
Drums, new and reconditioned—wholesale
Gaskets—wholesale
Glass bottles—wholesale
Grommets—wholesale
Hose, industrial—wholesale
Industrial fittings—wholesale
Industrial sewing thread—wholesale
Industrial wheels—wholesale
Ink, printers'—wholesale
Lapidary equipment—wholesale
Leather belting, packing—wholesale
Mill supplies—wholesale
Packing, industrial—wholesale
Pistons and valves—wholesale
Power transmission equipment, mechanical—wholesale
Refractory material—wholesale
Rope, except wire rope—wholesale
Rubber goods, mechanical—wholesale
Seals, gaskets, and packing—wholesale
Seals, mechanical: sale and service—wholesale
Sprockets—wholesale
Textile printers' supplies—wholesale
Twine—wholesale
Valves and fittings, except plumbers—wholesale

Industry No. 5086 — Professional Equipment and Supplies

Establishments primarily engaged in the wholesale distribution of mechanical devices and other equipment used by architects, dentists, engineers, physicians, surgeons, veterinarians, optometrists, osteopaths, and other professional groups.

Architects' equipment and supplies—wholesale
Chairs, dental—wholesale
Dental equipment and supplies—wholesale
Drafting instruments—wholesale
Engineers' equipment and supplies—wholesale
Engines, dental—wholesale
Hospital equipment and supplies—wholesale
Laboratory equipment—wholesale
Medical equipment and supplies—wholesale
Ophthalmic goods—wholesale
Optical goods, except cameras—wholesale
Optometric equipment and supplies—wholesale
Orthopedic equipment and supplies—wholesale
Physicians' equipment and supplies—wholesale
Professional equipment and supplies—wholesale
Religious supply houses—wholesale
School supply houses—wholesale
Scientific instruments—wholesale
Surgical equipment and supplies—wholesale
Veterinarians' equipment and supplies—wholesale
X-ray machines and tubes—wholesale

Industry No. 5087 — Equipment and Supplies for Service Establishments

Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, upholsterers, undertakers, and related personal service establishments.

Barber shop equipment and supplies—wholesale
Beauty parlor equipment and supplies—wholesale
Car wash equipment and supplies—wholesale
Chairs, hydraulic—beauty and barber shop—wholesale
Driers, beauty shop—wholesale
Dry cleaning plant equipment and supplies—wholesale
Findings, shoe repair—wholesale
Janitors' supplies—wholesale
Laundry equipment and supplies—wholesale
Mortleians' goods—wholesale
Power laundry equipment and supplies—wholesale
Shoe heels—wholesale
Shoe repair materials—wholesale
Soles, shoe—wholesale
Tailors' supplies—wholesale
Undertakers' equipment and supplies—wholesale
Upholsterers' equipment and supplies, except fabrics—wholesale

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SUMMARY OF

DENTAL EQUIPMENT PURCHASES

VETERANS ADMINISTRATION HOSPITAL

Dental Service Project No. 31-5691

TOTAL DOLLAR VOLUME OF ALL EQUIPMENT PURCHASES	$287,201.72	
	Dollar Volume	Percentage of Total
Volume Purchased directly from Manufacturers	$248,278.32	86%
Volume Purchased from Vendors located beyond "Metropolitan New York"	$204,680.70	71%

VETERANS ADMINISTRATION HOSPITAL

DENTAL EQUIPMENT PURCHASES

Vendor	Address	Dollar Amount of Order
Herman Miller*	Zeeland, Michigan	$ 1,836.30
The Howell Co.*	St. Charles, Illinois	182.17
Supreme Equip. & Systems Corp.	Arlington, Va.	840.00
Eastman Kodak Co.*	New York, N.Y.	152.03
Lester A. Dine	New Hyde Park, N.Y.	140.00
The Valtronics Corp.*	Bronx, N.Y.	48,128.77
Walter Dental Supply	S. Hackensack, N.J.	188.40
Rower Dental Co.	New York, N.Y.	5,990.00
Silverman's	Philadelphia, Pa.	1,764.00
Federal Prison Industries*	Washington, D.C.	10,421.30
Rudolph Bass	New York, N.Y.	95.90
Litten Dental Products*	Toledo, Ohio	1,553.00
Phillips Medical Systems*	Arlington, Va.	1,740.00
Litton Medical Products*	Long Island City, N.Y.	1,183.68
Midwest American Dental*	Melrose Park, Ill.	6,082.56
Lanier Business Products*	Washington, D.C.	460.60
Midwest American*	Melrose Park, Ill.	2,205.99
Vacudent*	Salt Lake City, Utah	4,075.50

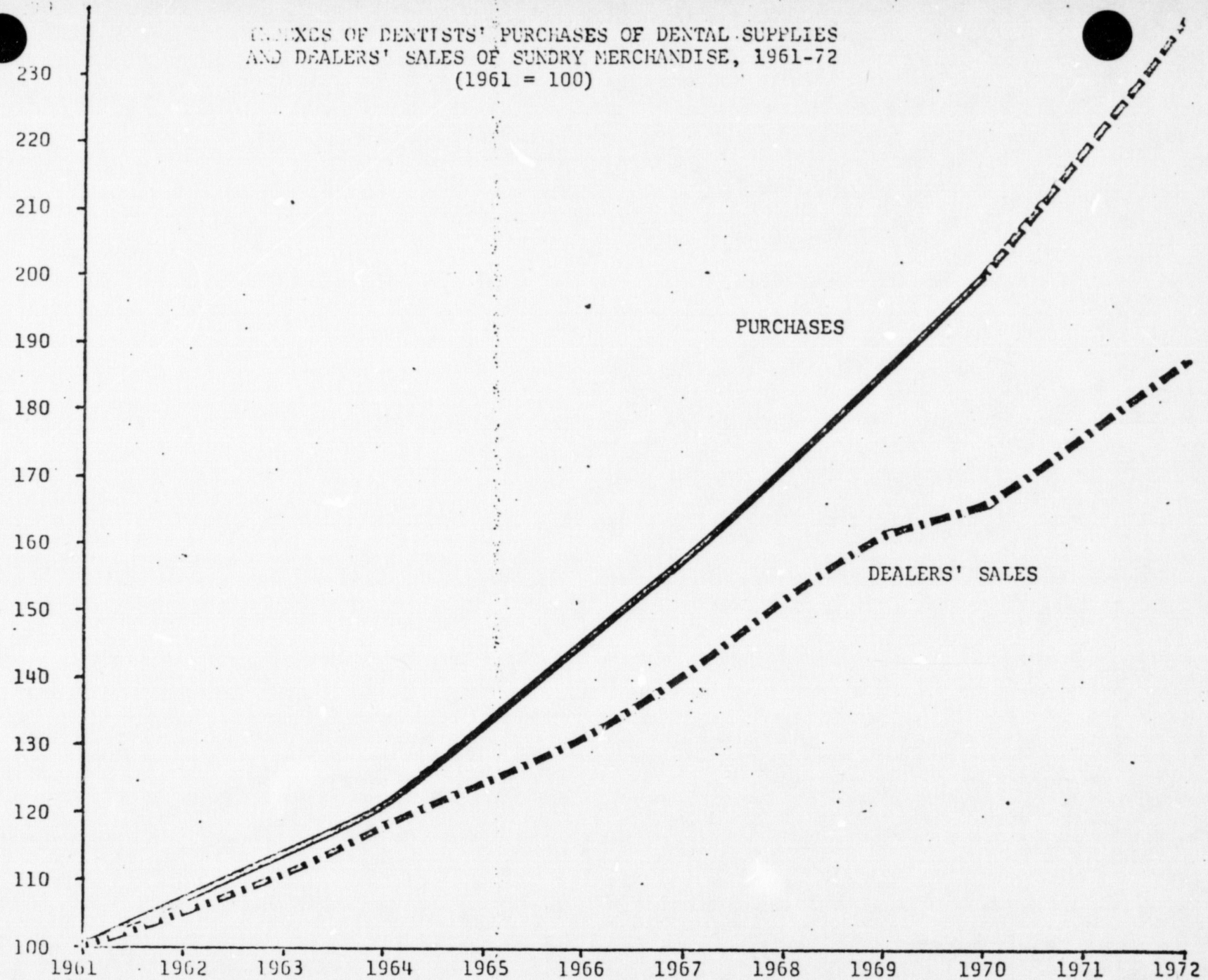
* Indicates manufacturers.

Vendor	Address	Dollar Amount of Order
Midwest American Dental*	Melrose Park, Ill.	803.88
Rower Dental Supply	New York, N.Y.	794.88
Rower Dental Supply	New York, N.Y.	4,582.80
Rower Dental Supply	New York, N.Y.	3,310.00
J. M. May Co.	Bloomfield, Ct.	1,192.41
Hannau Engineering Co. *	Buffalo, N.Y.	394.80
Rower Dental Supply	New York, N.Y.	110.00
Pelton & Crane Co.*	Charlotte, N.C.	45.00
Walter Dental Supply	S. Hackensack, N.J.	683.00
Castle Co.*	Rochester, N.Y.	778.00
Whip-Mix Corp.*	Louisville, Ky.	735.75
Walter Dental Supply	S. Hackensack, N.J.	753.00
Ace Scientific Supply Co.	Linden, N.J.	800.00
Rower Dental Supply	New York, N.Y.	20.28
Hannau Engineering Co.*	Buffalo, N.Y.	2,254.90
Ray Foster Dental Supplies	Lynwood, Cal.	28.00
Dental Equip. Specialists	New York, N.Y.	176.55
Rower Dental Supply	New York, N.Y.	42.90
Whip-Mix Corp.*	Louisville, Ky.	666.38
Doner Co.	Anaheim, Cal.	1,450.00

Vendor	Address	Dollar Amount of Order
Howmedica Inc.*	Chicago, Ill.	1,449.90
J.F.Jelenko & Co., Inc.*	New Rochelle, N.Y.	1,069.50
Rower Dental Supply	New York, N.Y.	309.05
Astramatics, Inc.	Brooklyn, N.Y.	382.85
Silverman's	Philadelphia, Pa.	2,205.00
Stryker Corp.*	Kalamazoo, Mich.	2,499.14
Cameron Miller Surgical Inst. Co.*	Chicago, Ill.	558.50
Walter Dental Supply	S. Hackensack, N.J.	44.00
Pelton & Crane Co.*	Charlotte, N.C.	756.00
Duralab Equip. Co.*	Brooklyn, N.Y.	1,783.00
Rower Dental Supply	New York, N.Y.	2,296.25
Hanau Engineering*	Buffalo, N.Y.	224.50
Ehrenreich Photo Optical	Garden City, N.Y.	886.90
D. M. Carlick	New York, N.Y.	272.38
Bauch & Lomb*	Rochester, N.Y.	1,042.26
S.S.White Co.*	Philadelphia, Pa.	227.50
Bowen & Co.*	Rockville, Md.	4,080.00
Replacement Equipment		
Chayes Dental Instr. Co.*	Danbury, Ct.	1,032.00
Coastal Dynamics*	Santa Monica, Cal.	63,723.43
Dental-Tal-Ez Mfg. Co.*	Des Moines, Iowa	22,757.00

Vendor	Address	Dollar Amount of Order
Ritter Co.*	Rochester, N.Y.	8,880.00
Midwest American*	Melrose Park, Ill.	18,632.76
Federal Prison Industries*	Washington, D.C.	10,421.30
IBM*	New York, N.Y.	820.00
Rower Dental Supply	New York, N.Y.	4,582.80
Rower Dental Supply	New York, N.Y.	2,398.60
Coe Labs*	Chicago, Ill.	19,326.37
Silverman's	Philadelphia, Pa.	2,205.00
Duralab Equip. Co.*	Brooklyn, N.Y.	1,038.00
Rower Dental Supply	New York, N.Y.	460.00
Eagle Supply	New York, N.Y.	95.00
Bowen & Co.*	Rockville, Md.	4,080.00
	Total $	287,201.72

INDEXES OF DENTISTS' PURCHASES OF DENTAL SUPPLIES AND DEALERS' SALES OF SUNDRY MERCHANDISE, 1961-72
(1961 = 100)

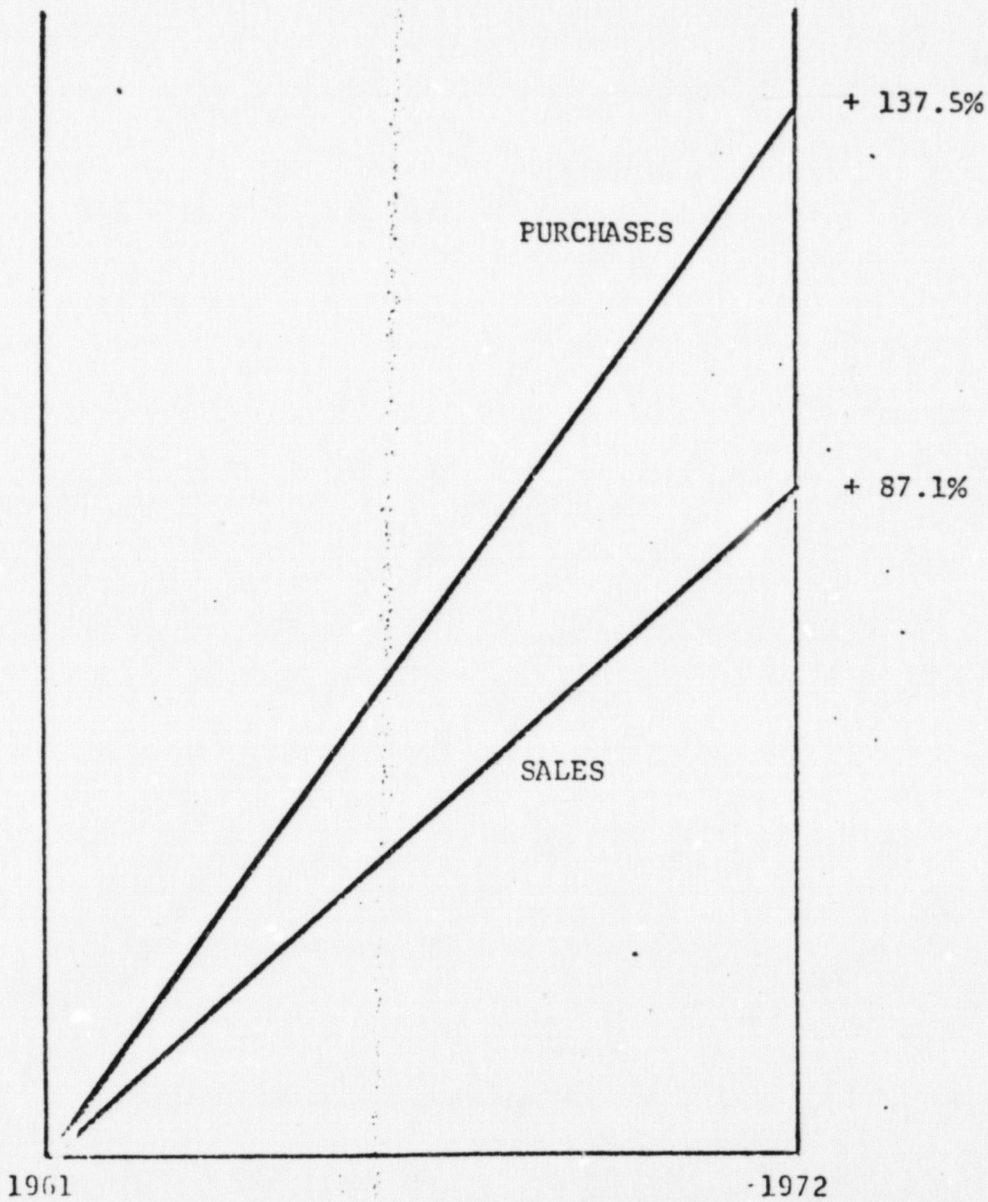


Sources: American Dental Association Surveys of Dental Practice and
American Dental Trade Association Quarterly Sales Trend Reports.

325 e

DX J

COMPARISON OF TRENDS IN DENTISTS' PURCHASES OF SUPPLIES
VS. DEALERS' SALES



Sources: American Dental Association Surveys of Dental Practice and
American Dental Trade Association Quarterly Sales Trend Reports

326 e

DX K

MONROVIA, CALIFORNIA, WEDNESDAY, AUGUST 22, 1973

1:15 O'CLOCK P.M.

DUNDAS I. FLAHERTY

was called as a witness on behalf of the defendants pursuant to Notice on file, being first duly sworn by the Notary Public, was examined and testified as follows:

EXAMINATION

BY MR. BIANCHI:

Q Let the record reflect this deposition is being taken pursuant to the Federal rules with subsequent agreement as to time and place that the witness appearance has been subpoenaed for this deposition.

Mr. Witness, would you state your name for the record.

A Dundas I. Flaherty.

Q Where do you reside, sir?

A In Malibu, California.

Q What is your address there?

A 3749 Malibu Vista Drive, Malibu, California 90265.

Q Where are you currently employed, sir?

A Unitek Corporation, 950 Royal Oaks Drive, Monrovia, California 91016.

Q What is your position with that firm?

A I am vice-president and treasurer of Unitek.

Q For how long have you held that office?

A I have been treasurer for Unitek for three and a half years, and vice-president approximately a year and a half.

Q Prior to your being the treasurer of the corporation, what was your job title?

MR. WHEAT: Is that relevant?

BY MR. BIANCHI:

Q I just want to establish how long the witness has been with the company.

A I have been with Unitek two and a half years, and have done various financial work in various corporations previously for six or seven years.

Q Can you briefly describe the business of the Unitek Corporation?

A Unitek's principal business is selling supplies and equipment of its manufacturer and similar items manufactured by others on a distributorship basis to the dental professions in the United States and throughout the world.

Q Sir, I show you a copy of what has been marked on the front as the 1972 Annual Report of Unitek Corporation and ask you if that is, in fact, the '72 Annual Report.

A Yes, it is.

MR. BIANCHI: Would you mark this as an exhibit as

an exhibit as Flaherty Deposition Exhibit No. 1 for identification, please.

(The above-referred to document was marked Flaherty Exhibit No. 1 for identification.)

BY MR. BIANCHI:

Q Sir, could you describe for me the manner in which generally the products in your company are distributed?

A In the United States, we mark it direct; that is to say, we undertake to sell directly to the ultimate customer without intervening sales or dealers.

Approximately one-third of our sales to dentists, dental laboratories, or orthodontists are what we call "written sales," that is, salesmen in person with the customer writes the order and the salesman then sends it in or calls it in.

The other two-thirds of our sales are received directly from customers without assistance from the salesmen. Generally, those orders are reorders. Most often they are sent by mail, sometimes they are called in.

Q Now, on the inside back cover of the 1972 Annual Report, you have a list of sales representatives. I don't mean to get specific, but does that represent today the location of your sales representatives?

A Yes. Note there are three columns on this page. One column refers to our headquarters and our subsidiary headquarters.

The middle column on the page refers to our [illegible] Professional Products Division, which accounts for approximately 85 percent of our total sales.

The rightermost column refers to the Equipment Division, which accounts for approximately 15 percent of our total sales.

I don't think we are concerned here with the Equipment Division in that its sales are primarily to industrial customers, chiefly in the electronics business, firms like Texas Instruments, National Semi-Conductor, and so on.

In the middle column are the regional office and sales representative locations for our sales to dentists, dental laboratories, and orthodontists.

Q Do you publish a catalog which would describe the products which you sell to dentists, dental laboratories and orthodontists?

A We publish certain catalogs. The two most important catalogs are our Orthodontic Catalog and our General Catalog. We have small special catalogs as far as, for example, our light wire literature made up for a segment of our dentists using the light wire technique.

The two catalogs I have mentioned are our main catalogs.

Q Do you distribute catalogs of dental supplies to dentists? I am not talking about orthodontists, but dentists,

the general practice of denistry. Do you distribute catalogs to that class of customers?

A Yes, we do.

Q Do you distribute that catalog to dentists throughout the country?

A Yes, we do.

Q Specifically, do you distribute that catalog to the dentists in the New York area?

A Yes, we do.

MR. BIANCHI: For the purposes of our discussion, I think we should define "New York area" in terms of the case as Manhattan, Long Island, the Northern counties above New York City around to the White Plains area and Northern New Jersey is sufficient.

MR. LUBLINSKI: Yes.

BY MR. BIANCHI:

Q Do I understand that you distribute your products in two ways? You send catalogs to dentists in various areas around the country, and is this true of New York?

Send catalogs to some dentists who phone in orders?

A Well, we sell to dentists by a variety of means. Our men call on dentists in their office either by appointment or without appointment.

They may in the course of such a call leave a catalog. We mail catalogs to selected dentists throughout the

nation, including New York.

Typically, we will select them as new graduates starting up a practice. We work especially hard with dental students while dental students. We give away catalogs to dental students before they graduate and try to write them a good order before they start up their practice.

Q Was there a point in time before which the Unitek Corporation did not sell dental supplies to dentists in the general practice of denistry?

A Quite some time ago. Our sales to dentists were limited to small volumes of highly specialized products, such as stainless steel crowns space maintainers.

Q At what point in time, to the best of your recollection, or to the best of your knowledge, did the Unitek Corporation expand from the specialized lines we have been talking about to general dentists' supplies?

A We expanded into general dental supplies by the addition of certain products through our line. We acquired a business with Japanese sources in 1967 or 1968.

The volumes were then and still are quite small. However, we did procure certain Unitek items from the same sources that this purchased operation utilized.

We added those products in Japan in 1970. We added our impression material, silicone based, imported from Germany in 1969.

We added certain porcelain materials about 1970. Those are also imported from Germany.

We added salesmen to call on general dentists in quantities worth mentioning about 1967 or 1968.

Q How many sales representatives in the Unitek Corporation operate in the New York area in connection with general dental supplies to dentists, dental laboratories, and orthodontists in the New York marketing area?

A By "marketing area" you mean metropolitan area?

Q Right, that you described earlier.

A Two or three.

Q If a dentist wants to place an order aside from using one of your sales representatives, how does he go about that? The New York dentist?

A He can send in the form in a post-paid envelope. He can also call up the office in New Yersey, which has a man at that number, as well as a New Jersey number.

He can call the sales representative, and he can call us.

Q In your New Jersey office, how many people do you employ there?

A Full time in the office, well, really three. The regional manager works there and a secretary and an assistant work there.

Q Do they take phone orders?

A The secretary does, yes.

Q Approximately how many distribution points do you have?

A We warehouse centrally in the United States. We have for the purposes of our discussion one warehouse and distribution operation in America, and that is right here.

Q In Monrovia, California?

A Right.

Q If a dentist in New York placed an order for dental supplies, I take it those would be shipped from Monrovia?

A Right. We have a small equipment operation in Fort Worth where something like one percent of our sales might come from. That's just a guess.

Q On an average -- I am speaking generally now -- from the time an order is placed, assuming a doctor phones in an order, how long would it take him to receive shipment of dental material that he ordered?

A Typically, two, three, four days from the time we get the phone call.

Q Do you have any facilities for extending credit to dental customers?

A We extend credit abundantly.

Q Are you aware of the prices at which dental dealers with distribution depots in New York sell their dental supplies

in the New York area?

A Frankly, no, I am not. I think our marketing people are on products where we compete with dealers.

Q Do you have a policy in terms of -- do you have anything to do with pricing of your products?

First let me ask you that.

A Yes, I am chairman of our Price Committee.

Q Do you have a policy in any general way with regard to the price at which a product will be sold in the New York marketing area?

A We have a national policy. We try to carry premium products, premium in the sense of quality, efficacy, service, packaging, reputation, and we try to price accordingly with the premium price.

We will not price out of reach of the competition so that we are getting away them.

Q Would this be a fair statement to make: that you are not a discount mail order business?

A Yes, that's accurate.

Q Do you have an idea as to what the sales of dental sundries, including orthodontic items, are in the State?

MR. LUBLINSKI: Objection.

MR. BIANCHI: Are you objecting to the form of that question?

MR. LUBLINSKI: Yes.

BY MR. BIANCHI:

Q Do you keep records in any way that would -- does your company keep any records in any way that would allow you to determine what the sales of your company were with regard to its orthodontic and dental supplies are in the State of New York?

A Yes, we would know what all our sales of all dental products are in the State of New York in dollars.

Q Could you give me that figure for 1972?

A Yes. Our total dollar sales in the State of New York for the year 1972 were $962,236.00. These are primarily to orthodontists.

Q Do you have the ability from your records to break down the figures and segregate out dental supplies other than orthodontal for the State of New York for 1972?

A Not for the State of New York. We can do it nationally.

So far as I know, the breakdown is probably reasonably close for any marketing area you want to pick.

Q Could you give me the figure nationally for 1972?

A I will try.

MR. BIANCHI: The witness is again referring to --

MR. WHEAT: This would be our classification. We don't know what your definition is you are working from.

BY MR. BIANCHI:

Q Okay. We will ask a question about that.

A The year 1972 approximately 26 percent of our total sales to dentists, dental laboratories and orthodontists were to dental laboratories and dentists.

That is, roughly 74 percent of the total sales mentioned above were to orthodontists.

Q Has that percentage figure changed from the previous year from 1971?

A Yes. The comparable figure for 1972 was between 18 and 19 percent.

Q Now, for the year 1970, could you give me that same figure?

MR. LUBLINSKI: Could we go off the record a moment?

(Discussion off the record.)

BY MR. BIANCHI:

Q On the record.

A What was the comparable percentage for 1970? We have given you percentages for '71 and '72. A comparable percentage for 1970 was 17 percent.

Q Do you have any projections of that percentage for the year 1973?

A No, we don't.

Q As treasurer of the corporation, do you have any

feel for whether that figure may be increasing or decreasing? That percentage?

A It might increase a little bit.

Q Now, could we determine from the catalogs of your company which products would be identified as general dental supplies, and which products would be identified as orthodontists?

A This is our general dental catalog.

MR. BIANCHI: Could we mark that deposition Exhibit Flaherty No. 2 for identification?

(The above-referred to document was marked Flaherty Exhibit No. 2 for identification.)

BY MR. BIANCHI:

Q Those products would be the products which would relate to the percentage figures you have given me for 1971, '72?

A Essentially, yes. There are certain orthodontic items in this catalog which would not be included in the percentage figures I gave you.

Briefly, the categories in the catalog are retainer components, Orthoscan, intra-oral camera, elastics, welding and soldering equipment, cement and enamel etching gel, and a few other items would be considered as orthodontic, not as dental and dental laboratory products in the figures I gave you.

Our primary dental products are: temporary crowns, both stainless steel and polycarbonate, and anodized aluminum temporary crowns.

Q Do your records reflect sales figures for dental supplies, general dental supplies, in the New York marketing area we have defined earlier, as opposed to the entire State of New York?

A No.

Q Does the Unitek Corporation bid directly on any government hospital, military, or institutional contracts in the New York marketing area?

A Yes.

Q Has there been occasion which Unitek Corporation has been the successful bidder on any of those bids?

A I think so. I don't know for a fact. I do know that we supply certain hospitals, schools, and clinics in New York.

That is not a major portion of our business.

Q Did you supply them with general dental supplies?

A With general dental supplies to the extent we carry them.

Q Has there been a marketing effort in the Unitek Corporation to expand its sales of general dental supplies to dentists and laboratories in the New York marketing area?

A Yes.

Q Have those efforts been successful?

A Reasonably so, yes.

Q Who do you identify as your competition in the New York marketing area or in the area with regard to sales of dental products?

A We consider our competition in New York in the general dental and dental laboratory products lines as being both manufacturers of dental supplies and equipment and the dealers that buy and resale dental supplies and equipment.

Q Are there any particular disabilities in your efforts to compete with these people that you define as your competition that you recognize that Unitek has?

A Yes. The outstanding disability we suffer in competing with dealers is that we cannot afford the same intensive degree of personal selling that the dealer realizes to maintain his business.

Q Has that disability impeded your ability to expand in any significant way in that marketing area?

A Yes, it's certainly slowed us down there and elsewhere.

Q Without regard to whether it slowed you down, you have been able to make inroads into that market?

A Yes, we have.

Q And you have been able to expand your business in

that market?

A Yes.

MR. BIANCHI: I have no further questions.

EXAMINATION

BY MR. LUBLINSKI:

Q Mr. Flaherty, do you have comparable records available to reflect the percentage breakdowns of sales of general dental supplies as opposed to the specialized orthodontic supplies prior to 1970?

A Yes, on a national basis.

Q The same percentage figures comparable to the ones you gave before for 1969 and 1968?

A I think so. I gave you 1970, '71, and '72?

Q Yes.

A I have to get another book.

(Off the record.)

THE WITNESS: The comparable percentage for 1969 was 19.9 percent. For 1968 it was 18 to 19 percent.

Please note that I am not including in these figures or the ones I gave you previously sales of the small mail order price-oriented subsidiary that we acquired in 1969.

It does sell general dental products on a price competitive or discount basis. These sales in the aggregate

are negligible.

BY MR. LUBLINSKI:

Q Mr. Flaherty, would your records reflect dollar sales in the same New York area for 1969 and 1968? Again, I take it you don't have the comparable breakdown for the metropolitan New York area, but for New York State?

A I can try to get those figures. I think we have the records. I will get them from another room.

I gave you 1972?

Q That was the entire State of New York.

A Right. A comparable figure in 1971?

Q We are primarily interested in 1968, '69, and '70.

A Let me get the other book.

(Off the record.)

THE WITNESS: Our total sales to dentists, dental laboratories, and orthodontists in the State of New York in 1971 was $856,382.00.

The same figure for 1970 was $707,335.00.

For 1969 it was $580,223.00.

Then for 1968 it was $567,251.00. Does that answer your question?

BY MR. LUBLINSKI:

Q Yes. Mr. Flaherty, isn't it true that Unitek historically even to this date is primarily engaged in orthodontic supplies?

A That's right.

Q And in that respect it distributes directly to the ultimate consumers?

A Yes, that's right.

Q Is it true that Rocky Mountain and Ormco are your principal competitors in the sale of orthodontic supplies?

A Yes, that is true.

Q And they also distribute their supplies in a similar manner?

A Yes, they do.

Q And this is true for yourself and for those firms in the New York area?

A So far as I know. I think Rocky Mountain may sell some crowns to dealers, but the answer is 99 percent true that we, Rocky Mountain and Ormco sell substantially all that we market in New York and throughout America direct.

By "direct" I mean we sell to dentists, dental laboratories and orthodontists without selling to intervening parties.

Q Isn't it true that metropolitan New York dental dealers don't handle orthodontic supplies?

A Yes, what you said is true. There are certain things orthodontists use that all dentists use.

They use plaster; they use kleenex; and they use appointment books.

Q We are speaking about specialized products that you manufacture for orthodontists. With respect to those products, dental dealers do not handle such products, and could not compete with you or your principal competitors?

A That's correct. And the reason why is we won't sell to them.

MR. LUBLINSKI: That's all.

MR. BIANCHI: I have no further questions.

You have the right to read the transcript and to sign it and correct it for spelling or context errors in the testimony, and we will send you the original and you can sign it, look it over, and then return it back to us.

I think that's all. Any notary.

THE WITNESS

MR. BIANCHI: Let the record reflect that this deposition is being taken under the Federal Rules, pursuant to Notice.

JOSEPH A. WOLKING

produced as a witness on behalf of the defendant, after having been first duly sworn, testifies on his oath as follows:

DIRECT EXAMINATION

BY MR. BIANCHI:

Q. Mr. Witness, would you state your name, please?

A. Joseph A. Wolking.

MR. SIRIGNANO: We are working under the New York standard stipulations in this case, so I am willing to make those and we will reserve objections until the end of the deposition.

MR. BIANCHI: I would think in this case we would want signature.

MR. SIRIGNANO: Okay.

Q. (By Mr. Bianchi) Mr. Wolking, would you briefly describe your educational background?

A. College, Fordham University, and University of Minnesota, degree in speech, minor in journalism.

Q. What is your job today?

A. I am presently the publisher of the Dental Division of Petroleum Publishing Company. This involves serving as

publisher basically of two publications; one called Proofs Magazine and one called Dental Economics.

Q. What has been your work experience prior to coming to Petroleum Publishing Company?

A. Directly from college I joined the predecessors to Harcourt, Brace, Javonovich publications. I served in a number of capacities there for a number of years. The most recent capacity was Vice President of Marketing and Executive Vice President.

Q. Does that take us up to the present?

A. That would take us up to 1969, at which time I joined Petroleum Publishing Company. I currently serve as a Vice President of Petroleum Publishing Company and publisher of the magazines in question.

Q. Okay, now you mentioned two magazines, Proofs and Dental Economics. Could you briefly describe what Proofs Magazine is?

A. Proofs is what we refer to as trade magazines, the dental trade magazine. Its primary audience, its readership, are the dental dealers who sell to the dental profession. A secondary audience for that magazine are dental manufacturers.

Q. What is the nature of the Dental Economics Magazine?

A. Dental Economics is our professional journal. Its primary audiences are the 90 to 95,000 dentists in the United States.

Q. With regard to Proofs Magazine, has there, since you have been

the publisher of that magazine, been any changes in the composition or amount of advertising in that publication? First describe what kind of advertising one would find in Proofs magazine

A. The customers for advertising in Proofs magazine would be those people who sell to dealers, manufacturers who distribute through dealers to the dental profession. We reached a high point of advertising probably in 1970 in Proofs magazine, and it has steadily declined since that time. The greatest decline came last year, which was 1972. We experienced about an 18 or 19 percent decline in advertising volume.

Q. Now, with regard to Dental Economics, has there been any change in the advertising composition of that publication?

A. I would have to answer that two ways. Advertising volume declined steadily in 1969 and 1970,'71; but it started to increase again last year and is increasing again this year. I'm referring to advertising volume. The composition of our advertisers has changed somewhat in that we have much more direct advertising to the profession. We have more advertising from manufacturers or suppliers who are distributing directly to the profession.

Q. Have you, in connection with any of your publications, had the opportunity to do any market research in recent years?

A. I would have to--are you referring here to the dental publications or to--

Q. Yes, let's talk about Proofs magazine. Is Proofs magazine in

the market research?

A. Well, of course, we are constantly doing market research, both among the trade and among the profession. Specifically we conducted a survey of purchasing trends among dentists in late 1972 and early 1973. We have conducted other studies as well.

MR. BIANCHI: Will you, Mrs. Reporter, mark this Wolking Deposition exhibit 1?

(Wolking deposition Exhibit 1-A through 1-H is marked for identification purposes.)

Q. Mr. Wolking, I show you a copy of a document that has been marked as Wolking Deposition Exhibit 1-A through H and I would like for you to look through that and tell me if that is the research you referred to in the deposition a few moments ago?

A. Yes, it is. These are the--this is the data which we obtained from the survey in question.

Q. Could you describe for the record, just tell us what each part of this is? Referring to the numbers marked at the bottom of the page.

A. Page 1-A is simply a title page. Page 1-B describes briefly the methodology that was used.

Q. Are you the author of that?

A. Yes, I am. Page 1-C contains the results from the first three

of the questions asked. Page 1-D, the results from questions 4 and 5, and we go on to Page 1-E. It shows the charts 6, 7, 8, 9 and 10. Page 1-F, tabulations 11 and 12. Page 1-G is a sample of the letter, covering letter, which was used in this survey conducted by direct mail to dentists, and the last page is a sample of the actual questionnaire that was used in the survey.

Q. Thank you. Did you conduct the survey that we have marked here as Wolking Deposition Exhibit 1-A through 1-H?

A. Yes, we conducted it.

Q. Have you had experience conducting similar surveys in the past?

A. Yes, considerable experience.

Q. Could you describe that experience to us?

A. In my prior job in many capacitites we conducted numerous surveys, as a Vice President of Marketing, and with some 23 publications serving some 13 different industries we were required to conduct many marketing surveys of this type. Consequently in my more recent capacity in the dental profession we have conducted a number of surveys on all facets of readership interest and the market.

Q. Now, in conducting a survey of this type are there standards or polling techniques which are recognized as a standard basis for the methodology of a survey of this type?

A. Yes, there are.

Q. Could you describe those for us?

A. First of all there are basic rules in the application of the statistics. A lot of these rules, many of these rules are just plain old common sense. The rules and the standards that are acceptable concern the selection of your sample to be surveyed. They concern the tabulations of that sample. They concern the phraseology used in asking questions. They concern the method in which you record your data. These are all common, I think common knowledge among anybody who is doing any basic research, and the rules are commonly accepted.

Q. Okay, could you perhaps, using your survey of purchasing trends among dentists, describe the methodology for us in the way you conducted this survey?

A. Okay. First of all developing--let me talk about the way we develop the questions. First of all we were just looking for honest answers to some honest questions. We worked with three manufacturers in deciding what data we should be looking for and then how best we could go about obtaining this information. We worked carefully on the questions that would be asked and the phraseology of those questions. Our intention here is to create as little confusion as possible among the respondents. We want our questions to be clear and obvious so that they can be easily and honestly answered. Again I go back, I go back to my statement we want honest answers. Once we had decided

on the questions and the form of the questionnaire, we then proceeded with the testing of that question.

Q. Excuse me for one second. Perhaps at this point we can interject this question. Why did you conduct this survey, what were you working for?

A. Basically we were interested in finding the answer to one question and that was what share of the total dental market was held by the dental dealer and what share was held by the mail order house, and then what share of that was held by manufacturers selling directly to the profession. That was the basic question we were attempting to answer. The reason for searching out the answers was that the subject of market share among dental dealers and among mail order houses specifically was a very controversial subject. There was and has been in recent years, tremendous discussion and tremendous speculation about the percentage share of the market. The idea for conducting this survey came from one of our advertising salesmen upon the request of several manufacturers who were keenly interested in finding out what the share of market was.

Q. Why would a manufacturer be interested in that question?

A. This would influence directly the manufacturer's marketing strategy. Many manufacturers have been investing quite heavily in dental dealer marketing support since that

has been or had been in the past the traditional method of distribution. If the market distribution is changing the manufacturer is keenly interested in finding out and to what extent it is changing, so that it can change its own marketing strategy and this is a controversial subject. I am referring here to the market share question among dealers and mail order houses. The controversial subject, an awful lot of speculation and an awful lot of different opinions as to just what the share of the market was, and this was the basic question we were attempting to answer for the manufacturers and for the dealers. And that was our intention in undertaking this survey.

Q. Thank you. Now, specifically how did you go about that in this survey?

A. I described how we dealt with the questionnaire.

Q. Right.

A. In December of 1972 we tested the questionnaire by mailing it to a random sample of I believe 1200 dentists. This was a mail questionnaire, consisting of a covering letter, the questionnaire as we have it here, a return envelope that was mailed to 1200 dentists selected at random from our own computer list of some 95,000 practicing dentists in the United States.

Q. Specifically how did you select this random sample?

A. May I refer to some notes here?

MR. BIANCHI: Sure.

(Whereupon an off the record discussion is had between the parties.)

A. We selected our sample of 1200 dentists by starting with the 68 names on our list--excuse me. I have to correct that. We started with the first name on our list and selected every 68th name on our list, stopping at a total of 1200 names. That survey was mailed on December 4 of 1972.

Q. This would be your, would your reader list be a national, the national basis?

A. Yes, it would be on a national basis and again I have to also, referring to my notes, I have to make this correction also. We selected an industry division from among our list and that industry division consisted of approximately 85,000 general practitioners from among our domestic, domestic recipient list of Dental Economics. These are all proven to be practicing dentists, general practitioners.

Q. What did you do after you sent out the initial survey to the first 1200 dentists?

A. We reviewed the questionnaires that were received to determine if there appeared to be any confusion about any of the questions that were asked. There was not or did not appear to be any confusion. The questionnaire appeared to us to be a very good questionnaire. We followed up then with a larger mailing to another sample on January 8, 1973. This second sample consisted

of 2,770 general practitioners. In this case we started with the fifth name on our list and we picked every 30th name and we ended up with a total of 2,770 questionnaires that were mailed to dentists.

Q. After you started receiving the returns what did you do?

A. We wanted to do some further comparison. We had kept the results from the first mailing segregated from the results of the second mailing, and we applied a very few basic rules of thumb here to test the validity of our sample. We compared the answers to two questions on the first set of results against the answers to two questions on the second set of results. We found no significant deviation whatsoever. We determined that we had a good sample, based on the total respondents and this internal check that we ran. We then edited the surveys to make sure that they were valid and could be tabulated. We turned the first 668 of these completed surveys over to our data processing department for entry on to the computer for subsequent tabulation.

Q. Now, you state in 1-B that "tabulation was cut off after the receipt of the first 668 usable questionnaires". What do you mean by that statement?

A. A usable questionnaire here would be a questionnaire that was sufficiently completed to be considered valid. We had some questionnaires that were returned to us, a few that were

returned to us, for example marked retired. A few marked deceased. We had some returned to us that said, "Sorry, I can't complete this." These questionnaires were simply eliminated from the total received, the 668 questionnaires were the first 668 usable questionnaires we received.

Q. In your opinion did the 668 questionnaires that you used amount to a sufficient total to insure the validity of the resulting information?

A. Definitely they do. We would not in fact even had to have had 668. As I mentioned earlier, there was very little deviation from the first response and the second response. We would have possibly had sufficient overall response to have tabulated the same survey from the first return we received.

Q. Was there an opportunity for you to cross verify any of the material in the survey with any sources outside of the survey itself?

A. After tabulating the survey we compared, we made a comparison of the answer of one question and that was the first question which was asked in the survey. That was, "What is the dollar amount of your purchases of dental supplies during a typical month?" We compared the total average answer that we received from this survey to the answer received from the major survey conducted every three years by the American Dental Association. We found that our figure compared very closely to the figure

reported by the American Dental Association. We reported an average annual purchase of $3,586.00, and this is based on 19, December 1972 data basically. That figure compared with a figure of $3,469.00 compiled in 1971 by the American Dental Association for data obtained in 1970. Our figure is just slightly higher, probably three or four percent higher than the same figure obtained by the American Dental Association two years earlier.

Q. After you had conducted this survey did you become aware of any other similar market research done by anybody else in the country?

A. The first presentation of our research was made in a speech I delivered on February 10, 1973 before the Dental Dealers of America and the Dental Manufacturers of America in Chicago. The Exhibit which we are referring to here was actually distributed at that meeting and the Exhibit is in fact a printed sample of the various charts that I displayed at that meeting. Immediately following my speech and presentation at that meeting the Lactona Division of Warner Lambert Pharmaceuticals gave a presentation in which they also presented their research, which covered many of the same areas covered by our study. Their survey followed--their results followed our results very very closely, right down the line. They were several percentage points higher in many categories but there was a very close

correlation in the data prepared by both of us. The Warner Lambert data was prepared for them, I understand, by a research organization. This is a part of the public records. It was a speech delivered at that meeting, it was based on 100 personal interviews samples selected carefully from around the country.

Q. Now, in this survey that you conducted--strike that. The results of this survey, were these published in Proofs Magazine?

A. Yes, in the March issue of Proofs Magazine we published a feature story which included many of the same tables and much of the data which you see here in this Exhibit.

Q. Okay, one last question. What conclusion, if any, have you made as a result of the survey of purchasing trends among dentists?

A. There are many conclusions we have come to, but the basic one, and this is in answer to the basic question that we posed in this survey, is that mail order distribution accounts for a significant portion of the dental trade market. It has increased substantially during the past year and from the indications of the dentists surveyed it is going to increase substantially next year. The mail order houses have become a significant factor in the dental trade business. They are indeed, they do indeed hold a major share or a significant share of the market and that share is obviously growing.

MR. BIANCHI: I have to break a promise and ask one last question.

Q. Are you going to be available in New York at a trial of the pending lawsuit after October 15?

A. As I indicated earlier, I have commitments which would make it impossible for me to be in New York.

MR. BIANCHI: Thank you. Perhaps before we go into cross examination we can make a stipulation with regard to the introduction of any of the underlying material. For my purposes I don't intend to introduce any of the underlying material and I believe that both Mr. Sirignano and I will reserve the right to introduce such material in the future, should we deem it necessary. And I will also state that yesterday all of the underlying materials, the questionnaires themselves, the returned results and the computer printouts on the survey were made available to all counsel for their inspection here. And I take it you did look?

MR. SIRIGNANO: We were given an opportunity to examine the material. I would like the stipulation to extend to the fact that if either party wants to introduce any of the underlying material that the other party will not object, at least on terms of authenticity.

MR. BIANCHI: Certainly. Do you have any questions?

MR. SIRIGNANO: Yes.

CROSS EXAMINATION

BY MR. SIRIGNANO:

Q. Mr. Wolking, the survey which you conducted was aimed essentially at the questioned performance of dental sundries, was it not?

A. Yes, it was.

Q. So whenever, in the course of your examination you made reference to conclusions with respect to the position of the mail order house in the dental trade, you were aware then, in effect, of referring only to the trade in sundries? I know sundries and other mail order houses don't sell equipment, do they?

A. It depends on what you define as equipment. Yes, mail order houses are getting into some areas of equipment, hand pieces and items of this kind.

Q. This would be the smaller, less expensive equipment, but in terms of dental units, X-ray machines and the larger dental equipment, these are not normally sold by mail?

A. Not normally, if we are referring to chairs and units and X-ray machines.

Q. Now, you mentioned your domestic readership. Would you tell us more about what the readership of Dental Economics consists of?

A. The primary audience of Dental Economics is the active practicing dentists in the United States. We make a very aggressive attempt to reach each dentist, from graduation until age 60.

After age 60 Dental Economics is available to the dentist if he does verify, if he does indeed indicate he is in active practice and does indeed wish to receive the magazine.

Q. Do I understand that your mailing list generally coincides with a number of practicing dentists in the United States under the age of 60?

A. Generally it does. I think in some younger age categories our mailing list might be more complete than those generally available.

Q. And what is the total figures which you have for dentists presently practicing in the United States?

A. Without referring to specific reports that I have, I will use the round figure of 92,000.

Q. That is in the United States?

A. Yes. I am going to say that is in the United States.

Q. That figure is somewhat lower than the figures generally reported by the American Dental Association and the United States Public Health Service, isn't it?

A. Yes, I think it is. I think we keep in mind that--keep in mind the restrictions we have, which we have self-imposed here of defining an active practicing dentist over age 60.

Q. Actually would you be in a position to estimate how many active practicing dentists above the age of 60 there are presently?

A. It is difficult for me to do that without referring to notes,

but I would guess that there might be five or six or seven thousand, of which about 3,000, I believe, are receiving our magazine.

Q. So that 3,000 figure is included in your figure of 92,000?

A. Yes.

Q. From your experience would you care to estimate whether the number of dentists in active practice has increased over the past five years?

A. Yes, I think it has. When we take into account that the number of graduating dentists has increased from about 3,000 to 4,000 a year and that would exceed the number of normal retirements that we would have in the profession.

Q. Would you be in a position to give us a rough estimate of the percentage increase in dentists over the last five years?

A. Your question referred to the percentage of the increase?

Q. Correct, roughly if there are 92,000 active dentists today how much greater figure would you estimate that to be over the number that were in practice five years ago.

A. This would be a rough estimate. I would say that there might be three to four thousand more dentists than there were five years ago.

Q. In one of our recent conversations you said that you thought that your figure for active dentists was more accurate than the A.D.A. and U. S. Public Health Service. Do you have any

opinion as to why?

A. I think our figure is more apt to be correct in the younger age groups because of an aggressive program that we have for following the graduating seniors through military service or graduate school and into private practice. Keep in mind that the American Dental Association is a membership organization and for them to have accurate records of a younger dentist he would have to join first of all a local association, a state association and finally the American Dental Association. So I think in the younger age groups we would probably have a more accurate figure on the location and number of active practicing dentists. In the older, among the older dentists we survey them actively to determine if they are indeed engaged in active practice.

C. You mentioned to me some difficulty which the Public Health Service had in ascertaining the number of practicing dentists in Boston. Could you tell me about that?

A. My understanding of it is simply that in metropolitan areas it is difficult to provide an accurate census of the location and number of dentists, and this is very understandable with the fact that a dentist might be a member of one or two state associations or he might be licensed to practice in more than one state, or he might have more than one office, as some dentists do have one or two or three offices in metropolitan

areas; with suburbs and with state lines being as they are geographically it is difficult to come up with an accurate census.

Q. Do I understand from that that in metropolitan areas that it is slightly on an estimate based on the conditions you have just mentioned, would make one come up with a higher figure than the actual figure would be?

A. I don't know, not necessarily. A metropolitan area, if you are defining the geography I think you might, yes, you can come up--you should be able to come up with an adequate, a reasonable figure of the number of dentists in active practice. You have to define, of course, what you mean by active practice.

MR. SIRIGNANO: I would like to mark as Wolking Exhibit Number 2 this document.

(Wolking Deposition Exhibit Number 2 is marked for identification purposes.)

MR. BIANCHI: I have a copy.

Q. Mr. Wolking, I ask you to examine the document marked Wolking Deposition Exhibit Number 2 and tell me if you have seen it before?

A. Yes, I prepared this for you.

Q. Will you tell me what this Exhibit represents?

A. Yes, you provided me with the sectional centers in metropolitan New York and these are the number of recipients of Dental

Economics Magazine which we have in these sectional centers, a sectional center being the first three digits of a zip code. These are the active practicing dentists, both G.P.'s and specialists in the metropolitan section centers indicated here.

Q. In your opinion these would reflect accurately the number of practicing dentists in each area bearing the zip code with the first three digits that are shown on the charts?

A. This should be an accurate account of the number of recipients we have on our Dental Economics, yes.

Q. And this would be as of August, 1972?

A. This would be, yes, as of the last few days.

Q. And this figure would be, would it not be somewhat larger than the figures, the same figures that were obtained in 1968?

A. Yes, it should be slightly larger because we have had a slight increase in dental population. If we use the same parameters in 1968 that we use in here. Again I emphasize that these are the dentists receiving our magazine in those sectional centers and again the qualifications to receive our magazine would be an active practicing dentist. If he is over age 60 he would have had to request our magazine. We might be light, I use the word "light", in the over age 60 category.

Q. This figure also includes not only dentists in private practice but dentists who work for institutions, for dental institutions,

for the military and Public Health Service, does it not?

A. May I refer to some notes here?

Q. Yes sir.

A. The specifications which I gave to our data processing group to arrive at our clarification general practice and the specialties, specialty here does indeed include public health. It does not include the military or dental school faculty, but it would include all the G.P.'s and all of the specialists practicing in that area.

Q. Generally what is the distribution of specialists to G.P.'s?

A. The largest specialty would be orthodontics, and that amounts to, I believe the count is approximately 4,000. So roughly four or five percent of the total dental population is in the special practice of orthodontics, and that is by far the largest of the specialties. So round figures here out of the total dental population I would say that less than ten percent of it is a specialty.

Q. Mr. Wolking, the surveys which you conducted was a sampling survey, the number of--what was the total number of questionnaires in both the first and second rounds of your survey that was sent out?

A. The first survey?

Q. The first and second.

A. The first 1200, the second 2,770, for a total of 3,970.

Q. That represented something under four percent, one out of 25 of your subscribers?

A. That would represent about four percent of our total recipients, yes.

Q. Now the fact that a sample was originally sent out to one in 25 would introduce a certain margin of error plus or minus, would it not?

A. Yes, it would.

Q. Now, of the approximately 4,000 recipients received, and including your survey some 668 answers, that would be approximately one out of five?

A. Yes.

Q. So ultimately your answers involved approximately one out of 125 of your members?

A. Your question again, what one out of--

Q. Okay now, of the four percent who received the answers, only approximately 20 percent only actually answered the survey?

A. Yes, right.

Q. That would introduce another possible error of a plus or minus, would it not?

A. In any form of statistics, of course, there is always going to be a deviation of plus or minus, yes.

Q. Would you be able to tell us what that deviation would be in this case?

A. I can roundhouse it by saying that without applying a formula here I don't think it would be much more than five or six percent, plus or minus, in 95 out of 100 cases.

Q. Would you be able to tell us what the formula is for computing that error?

A. I think if you had a mathematician or statistician he could provide very quickly the formula for standard deviation and so forth. No, I cannot provide it to you.

Q. Now, in your survey the first question, and I take it the most important question, was the question as to state your purchase of supplies in a typical month?

A. Yes.

Q. You then, in arriving at your final figures, you took the answer to that particular question and multiplied it by twelve?

A. Yes.

Q. Mr. Volking, do you think there is a certain amount of ambiguity in the term "typical month" in that phrase?

A. Yes, there is a certain amount of ambiguity in any question you ask at any time in any survey.

Q. Is it a fair assumption that that answer, if multiplied by twelve, would give you annual purchases?

A. I think it does. I am sorry, did I understand your question correctly?

Q. Yes.

A. Okay.

Q. As far as you know dentists don't regularly order the same amount of sundries every month, do they?

A. No, not every month, but it is a question of, it is an expense item that any dentist becomes extremely familiar with, because it is very much a cost center of his practice. It is a question that is asked very often. It is a question he must answer in just providing basic operating information for his practice and finally for reporting his income and income taxes for the year. It is something that he must have available.

Q. Now, in sending out the survey, at no time did you request any of the dentists to actually refer to their records, and you made it clear that you were willing to accept approximations?

A. Yes.

Q. And in fact virtually every answer was obviously rounded out figures to the nearest 100 in most cases?

A. Yes.

Q. Therefore any deviation from exact average would be multiplied by twelve in this case, would it not?

A. I suppose it might.

Q. Now, you used the term "supplies" on the questionnaire. Now, among dental dealers the term "supplies" generally is intended to mean sundries. Is it your experience that dentists apply a technical meaning to the word?

A. There are three terms that are used to describe this, supplies, sundries or merchandise, depending on whether you are a dealer or a dentist. The question which we asked, supplies, and since the whole questionnaire, indeed the covering letter made reference to the dental dealer, I think the definition of the word supplies would be very clear in the respondent's mind.

Q. There were, in terms of the replies which were received and used, you had variations in which dentists answered in figures as low as $80.00 a month up to, I recall a record was made of $9,999.00 a month?

A. Yes, that would be the range of questionnaires, not necessarily the range of the data which was accepted.

Q. In the case of the reply which had $9,999.00, which would appear to reflect purchases of approximately $120,000.00 PER YEAR, of supplies by a single practitioner, you did not use that reply?

A We did not.

Q. You felt that figure in terms of supply of purchases was an absurdity?

A. In that particular case the one questionnaire out of the 668 where we did not use that and there were several others comparable to that, we interpreted some confusion on the part of the dentist indeed in our question and we eliminated that from the tabulation of the total response, of that particular question.

Q. However, within the responses which were used you had dentists

reporting as high as $2,500.00 a month?

A. Yes.

Q. Which would be approximately twelve times what the median expenditure was?

A. That's true.

Q. Are you not skeptical that any dentist could use $30,000.00 of sundries expenditures in one year?

A. Yes, I would be skeptical.

Q. Does that skepticism extend even to the much larger number reported as high as ~~$120,000.00~~ $12,000.00 a year for a single practitioner?

A. No, not at all. Keep in mind that there are some practices grossing well over a thousand dollars a year in fees per dentist.

MR. BIANCHI: Do you mean a thousand dollars?

A. Excuse me, well over a hundred thousand dollars a year, and when you consider the percentage of supply expenditures to the total of what we refer to as gross fees of the practice, it would not be out of line.

Q. Don't the higher gross fees generally reflect generally higher fees per patient rather than a larger patient load?

A. Not necessarily, no. There's a direct relation, for example between the number of auxiliaries which a dentist employs and the number of patients which he sees and those statistics are available through the surveys conducted by the American Dental Association. There will be a tremendous increase in

patient load as we add additional auxiliaries, and these auxiliaries, like the dental hygienist, who is seeing patients independent of the dentist will be using supplies and, of course, that supply figure would be included in the supply figure of the general practitioner.

Q. Mr. Wolking, in your speech in which you first introduced this survey, you expect at least some skepticism as to the fact that this survey generally put forth results of what a dentist claimed to be spending rather than what the actual expenditures were, is that not so?

A. Yes, but that should not be interpreted as skepticism but just a statement of fact. In any survey conducted of this type where the dentist is simply answering a question that I asked, I am taking his answer as his claimed behavior. What he actually performs, of course, might vary somewhat from what he claims, intentionally or unintentionally, and as I said in this particular speech that the only way we can determine precise actual behavior would be to go in and audit his invoices for a typical month or a typical year, and this applies to many, many surveys. The typical example would be the public or independent survey involving the political choice of a candidate. What the interviewee says is claimed behavior. What he does when he gets to the ballot box is actual behavior.

Q. Now, I would like to come back to the question as to the ex-

tent to which the responses which were actually received, whether or not they have represented a cross section of the recipients of this survey, the four out of five who chose not to return answers. First, is it not a generally accepted thing in public opinion polls, particularly those which relate to questions of income and expenditures, that people who are more successful are more likely to respond to those surveys than people who are less successful?

A. No, I don't think so, if it is conducted in confidence. There is no reason that I can see why a more successful individual would be prone to respond; I see no reason why an individual would want to exaggerate or why he would be motivated. Quite the opposite. Counteracting that might be the fact that the more successful dentist might be busier and might not have time to respond, but I don't think either one of those contentions would be valid in this type of survey.

Q. Now, Mr. Welking, in terms of the choice of your random sample, since you had the names and some data on the dentists to whom the survey questionnaire was sent, you were in a position, I believe, to check on the distribution by age and other factors of those who were initially chosen as to the random sample to be polled, is that correct?

A. Yes, the initial sample we could verify or tabulate by age, et cetera.

Q. Let me add that I have not the slightest question to that extent, it was random and that the distribution represented a cross section of your readership, however to the individual questionnaire there were no questions as to the age or income of the dentist, was there?

A. No, there wasn't.

Q. In fact apart from the question of geography there was no way in which you could check the distribution of your responses, that one in five, to see how random, how that distribution would be worked?

A. That's right. This was a confidential survey. We didn't ask the respondent to give us his name or to indicate his age, and to that extent you are correct. There was no way to check our responses to see if it followed the profile of the original sample or the original population.

Q. Now, one of the things I noticed that you reported on this, a mean at one point and a median?

A. That is right.

Q. That mean figure is roughly 30 percent higher than your median?

A. Yes.

Q. Isn't that a statistical anomaly?

A. I don't think so. I think this happens quite often. It was a deviation and that's why we reported it, because we thought the readers and the users of this response should be well

aware of not just the mean or arithmetic average but the median as well,and also we provided the middle range. That was in answer to the first question, the total amount of supplies purchased. Keep in mind that that was not the question we were trying to establish with this survey. The question we were trying to establish was what percentage of that amount came from the various sources of supply.

Q. Mr. Wolking, your survey results wouldspeak for the general--strike the word general, for the entire United States, do they not?

A. Yes, that was what we were attempting to show.

Q. Now, actually there is no basis for applying those figures to any particular local market, is there?

A. Statistically I would have to answer it this way. I don't think our sample from any one market is sufficient to establish the percentage for that given market. We did segregate the metropolitan areas in total from what the dentist defined as a non-metropolitan area. I would have to say that this is the overall sample for the United States.

Q. Generally your survey indicated, does it not show that price consciousness was one of the aspects which led some dentists to purchase from mail order houses over dealers, is that correct?

A. I think we have to look at it two ways. We asked two questions. We asked the dentist to define his quality of service from his

local dealer and we asked him for his criticism of his local dealer operations. Then we asked the dentist to tell us what he thought of the service from the mail order houses. We imply a correlation there between those two questions. It is important to remember that the biggest complaints about the local dealers were back orders and too many sales calls. On an average only eleven dentists, only eleven percent of the dentists complained about excessive prices from dealers.

Q. In terms of the question of metropolitan areas, there is a considerable variation from one metropolitan area to another in the dental product trade, is there not?

A. I am sure there is variation. I am not that familiar with specific metropolitan areas to define what the variation would be, but I am sure there are.

Q. For instance a dentist in Tulsa, Oklahoma receiving one of these questionnaires would have, I assume, replied that he lived in a metropolitan area, is that not correct?

A. I presume he would define it, yes, he would define it as a metropolitan.

Q. The local Tulsa, Oklahoma telephone directory indicates a maximum of four dental dealers listed in Tulsa?

A. Yes.

Q. On the basis of your experience in the dental trade, would you not agree that the buying practices of dentists in an area

in which there might be 50 dental dealers might vary considerably from that of a metropolitan area where there is only four dental dealers?

A. I guess I would have to answer that by saying that it might vary, but I don't know if it would necessarily vary.

Q. Would you not agree that where there are 50 dental dealers there would be more competition both in price and service than there would be in an area where there are only four dealers?

A. There might be, but again I would say not necessarily. Remember that the dental population is that much larger, obviously in an area that has 50 dental dealers I am sure you don't mean to imply here that all the dealers are calling on all the dentists.

Q. No, I don't. Tell me, in the course of your-- you have occasion to come in contact with many dentists and many dental dealers, do you not?

A. Yes.

Q. Have you not heard that the New York area is generally thought to be one of the most cut-throat markets in the United States in terms of dental dealers and pricing?

MR. BIANCHI: Are you asking him if he has heard rumors about this?

MR. SIRIGNANO: Not rumors.

Q. Have you come, in terms of your professional contact, have you

ever found yourself in a discussion in which this opinion has been put forth?

MR. BIANCHI: Are you generally trying to demonstrate that the New York market is one of the most competitive ones in the country?

A. I can answer that.

MR. BIANCHI: I will stipulate to that, if that is the question.

A. I can answer that only this way. To be very frank, I only know one dental dealer in the metropolitan New York area. I have only got to know one and frankly our discussion has not, he has not discussed that with me. No, I would--from my own personal contact with dental dealers and dentists, I can't say one way or the other on this.

MR. BIANCHI: We will stipulate that New York is the most competitive market.

MR. SIRIGNANO: I move that be stricken.

MR. BIANCHI: Do you want to take a one minute break?

(Whereupon a short recess is taken.)

C. (By Mr. Sirignano) Mr. Wolking, you mentioned some decline in the advertising both of Proofs and in the Dental Economics, to what do you attribute this?

A. Proofs has declined from the last two years, Dental Economics has increased in the last two years. The decline in Proofs,

after talking to many of the marketing people among manufacturers, I would have to attribute it to a reallocation of advertising and marketing funds from the dealer distribution channel to the direct sales channel. The channel going directly to the dentists. In the case of Proofs we have lost advertising volume from many of the manufacturers who placed a great deal of emphasis on sales promotion to the dealer. They are going to alternate sources of advertising. The loss of advertising of Proofs basically is due to a decline in the, at least the marketing peoples, decline in the marketing people's emphasis on the dealer channel distribution. In the case of Dental Economics our increase has come from many of the manufacturers who are known distributing or selling directly to the profession.

MR. SIRIGNANO: I have no further questions.

MR. BIANCHI: Just one last question myself, and this won't waive any objection I might have to any of the previous questions to which it refers that was beyond the scope of direct examination.

REDIRECT EXAMINATION

BY MR. BIANCHI:

Q. You have here a chart that has been marked Exhibit Number 2, which is your readership in various zip code areas. My question is this, if I want to determine the amount of sundries for

example sold in one of these areas I wouldn't be able to determine. I take it now much was consumed for example by a dental school, based on these figures, would I'

A. Dental schools or military installations would not be included in that figure.

MR. BIANCHI: I have no further questions.

Signed_____

DX N-1

A SURVEY OF PURCHASING TRENDS AMONG DENTISTS

February 10, 1973

Conducted by Dental Economics

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Tulsa, Oklahoma 74101.

N-1

Study Methods

The survey was conducted by mail. It consisted of a letter and questionnaire mailed to 3,970 practicing dentists selected at random from the Dental Economics mailing list. The survey was mailed to the sample in two groups. The first group on December 4, 1972 and the second group on January 8, 1973.

A total of 787 completed questionnaires (a 20% response) were received as of February 5, 1973. But for purpose of this study, tabulation was cut off after the receipt of the first 668 usable questionnaires.

Answers to each question were input to computer, and the tabulations which follow were obtained from computer.

Samples of the letter and questionnaire are attached.

1. Total dollar amount of annual purchases of dental supplies:

Average (Mean) Annual Purchase	$ 3,586*
Median Purchase	$ 2,760
Middle Range	$ 1,800 - $ 4,800
Total Respondents	663

* In its latest Survey of Dental Practice (for the year 1970) the ADA reported annual supply purchases to be $ 3,469.

2. The dollar amount of annual purchases of dental supplies by source:

	Dollars	Percent
From dealers	$ 2,470	69%
From mail order	$ 997	28%
Direct from manufacturers	$ 119	3%
Total annual purchases	$ 3,586	100%

3. With how many dealers do you normally trade?

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
One dealer	34%	33%	36%	37%	30%
Two	40	38	41	40	39
Three	21	24	18	18	27
Four or more	5	5	5	5	4
	100%	100%	100%	100%	100%

For purposes of this study, a "larger buyer" is defined as a dentist whose dollar purchases are in the top half of amounts reported (above the median) and "smaller buyers" are those in the bottom half (below the median).

4. What is your opinion of the quality of service received from local dealers.

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
Excellent	19%	19%	20%	21%	17%
Good	46	45	46	44	47
Fair	26	26	26	27	26
Poor	9	10	8	8	10
Total	100%	100%	100%	100%	100%
Total Respondents	657	328	329	417	213

5. What is your single most frequent criticism of local dealer operations:

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
Salesmen call too often	53%	51%	55%	55%	48%
Too many back orders	51	56	45	49	53
Excessive prices	11	12	10	10	12
Difficult to get product or policy information	8	7	9	6	3
Substitution of brands	4	4	4	4	2
Slow delivery	4	2	5	3	4
Other	4	5	4	5	3
No complaints	10	9	12	10	11

Totals will add up to more than 100% because of multiple answers.

6. & 7. On an average how many times per month do dealer salesmen call on you?

	Total Calls	Face to Face Visits
Total Respondents	3.0 calls	2.6 visits
Larger Buyers	3.2	2.8
Smaller Buyers	2.6	2.4
Metropolitan	3.1	2.7
Non-Metropolitan	2.6	2.4

8. During the past year, has the dollar amount of your purchases from mail order houses increased or decreased?

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
Increased	63%	63%	62%	64%	59%
Decreased	14	13	14	13	16
Same or No Answer	23	24	24	23	25
	100%	100%	100%	100%	100%

9. (Not tabulated.)

10. During the coming year, do you plan to purchase more or less from mail order houses?

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
More	61%	62%	61%	60%	60%
Less	12	14	11	12	14
Same or No Answer	27	24	28	28	26
	100%	100%	100%	100%	100%

11. What is your opinion of the quality of service from mail order houses?

	Total	Larger Buyers	Smaller Buyers	Metropolitan	Non-Metro
Excellent	27%	27%	28%	27%	28%
Good	58	58	57	59	54
Fair	13	14	12	12	16
Poor	2	1	3	2	2
	100%	100%	100%	100%	100%

12. Last month what percentage of your dollar purchases of the following products were from either a dental supply house, mail order or the manufacturer?

	Impression Materials	Composite Filling Material	Topical Fluorides	Burs	Film
Total Respondents	592	571	469	569	597
Percentage purchasing some from a mail order house	23%	51%	28%	45%	55%
Percentage purchasing 90% or more from a mail order house	18%	32%	19%	23%	39%

191 Respondents (or 29% of total) purchase 95% or more of their supplies from dealers. Of this group . . .

	95% Group	Total Sample
Deal with one or two dealers only	77%	74%
Consider dealer service excellent	31%	19%
Salesmen's calls per month	3.0%	3.0%
Complaints about -		
Too many calls	43%	53%
Back orders	62%	51%
Plan to purchase or purchase more from mail order next year	30%	61%

Dental Economics

Box 1260 • Tulsa, Ok. 74101 • 918 584 4411

January 8, 1973

Dear Doctor:

In addition to DENTAL ECONOMICS, we also publish PROOFS, a magazine serving the dental dealer.

It is with the dealer (and his salesman) in mind that we come to you asking a favor. Would you take just a few minutes to complete the enclosed questionnaire. It concerns your purchasing practices for dental supplies.

Your answer will go a long way to helping us help the dealers serve you better.

I realize that some of the questions are pretty specific -- but if you will just make an average estimate, it will be appreciated.

A postage paid envelope is enclosed for your convenience. Thanks for helping.

Cordially,

Joseph A. Wolking

Publisher

Joseph A. Wolking/mr
Enclosure

Dental Purchasing Survey
Sponsored by Dental Economics, Box 1260, Tulsa, Ok. 74101

1. What is the dollar amount of your purchases of dental supplies during a typical month (30 days)? _____

2. What percent of this amount do you purchase from: Dental Supply Dealers _____ %
   Mail Order Houses _____ %
   Direct from Manufacturers _____ %

3. With how many dental dealers do you normally trade? ( ) One ( ) Two ( ) Three ( ) Four or more

4. What is your opinion of the quality of service received from local dealers?
   ( ) Excellent ( ) Good ( ) Fair ( ) Poor

5. Please indicate your single most frequent criticism of local dealer operations.

   ( ) Too many back orders
   ( ) Slow delivery
   ( ) Substitution of brands
   ( ) Excessive prices
   ( ) Salesmen call too often
   ( ) Difficult to get product or policy information
   ( ) Other _____

6. On an average, how many times per month does a dealer salesman stop by your office? _____

7. On an average, how many times per month does a dealer salesman visit with you face to face? _____

8. During the past year has the dollar amount of your purchases from Mail Order Houses ( ) Increased
   ( ) Decreased

9. If "increased", what percentage has it increased? ___%. If "decreased", what percentage has it decreased? _____ %

10. During the coming year do you plan to purchase ( ) More ( ) Less from Mail Order Houses?

11. What is your opinion of the quality of service received from mail order dealers?
   ( ) Excellent ( ) Good ( ) Fair ( ) Poor

12. Last month what percentage of your dollar purchases of the following products were from either a Dental Supply House, Mail Order or the Manufacturer? In answering, please fill in the grid below. The total of the answer for each product should equal 100 percent.

Source of Supply	PRODUCTS: Impression Materials	Composite Filling Materials	Topical Fluorides	Burs	Film
Dental Supply House	_____ %	_____ %	_____ %	_____ %	_____ %
Mail Order House	_____ %	_____ %	_____ %	_____ %	_____ %
Manufacturers	_____ %	_____ %	_____ %	_____ %	_____ %

13. Do you practice in a metropolitan area? ( ) Yes ( ) No Name of State _____

387 e

Count of GP's and specialists (classification 6? thru 7?) as of August 20th on the recipient list of DENTAL ECONOMICS for the following SCF's:

100	1,527
103-119 inclusive	6,599
070-076 inclusive	1,973
078	94
079	171
088	248
089	56
	10,668

ESTIMATE OF SALES OF DENTAL PRODUCTS - OUTPUT SIDE

DX 0

MIL $ 1967 U.S. + N.Y. AREA

	1	2	3	4	5	6	7	8	9	10
SIC CODE		PRODUCT				TOTAL SHIPMENTS	TO DENTISTS [a]			LINE
3693	X-RAY APPARATUS AND TUBES					179.8	50.0 [4]			1
3841	SURGICAL AND MEDICAL INSTRUMENTS					542.9				2
	PRODUCTS USED BY DOCTORS + DENTISTS									3
3841063	REUSABLE HYPODERMIC SYRINGES					8.4				4
3841066	DISPOSABLE	"	"		FREE:	15.4				5
3841068	OTHER	"	"			29.1				6
3841073	REUSABLE HYPODERMIC NEEDLES					4.1				7
3841075	DISPOSABLE	"	"			42.4				8
3841083	ANESTHESIA APP. AND CANULAE					24.8				9
				TOTAL		124.2	31.1 [5]			10
3842	SURGICAL APPLIANCES + SUPPLIES					699.3				11
	PRODUCTS USED BY DOCTORS + DENTISTS									12
3842122	SURGICAL DRESSINGS					29.0				13
3842123	GAUZE					3.7				14
3842127	COTTON					15.6				15
3842129	OTHER SURGICAL DRESSINGS					63.8				16
				TOTAL		112.1	29.0 [5]			17
										18
3843	DENTAL EQUIPMENT AND SUPPLIES					201.8	201.8			19
										20
	TOTAL					1,615.9	310.9			21
	PLUS 90% WHOLESALE MARKUP						466.3			22
	1967 WHOLESALE CENSUS									23
	DENTAL EQUIPMENT & SUPPLY DEALERS							315.9		24
	IN NEW YORK AREA							55.0		25
	% IN NEW YORK							17.4		26
	TOTAL WHOLESALE SALES OF DENTAL									27
	SUPPLIES AND EQUIPMENT IN N.Y. - 1967						81.1			28
					- 1963 (70%+)		81.2			29

[a] BASED ON RELATIVE NUMBER OF ~~DOCTORS~~ DENTISTS TO DOCTORS (25%) WAS ALLOCATED TO DENTISTS.

Dr. C. "O"

TABLE 6A. Products and Product Classes–Quantity and Value of Shipments by All Producers: 1967 and 1963–Continued

(Includes quantity and value of the products reported not only by establishments classified in this industry, but also by establishments classified in other industries, and shipping these products as "secondary" products. See Appendix, Explanation of Terms, "Value of Shipments")

Product code	Product	Unit of measure	Total shipments including interplant transfers			
			1967		1963	
			Quantity	Value (million dollars)	Quantity	Value (million dollars)
3692- --	PRIMARY BATTERIES, DRY AND WET, TOTAL		(X)	327.9	(X)	191.6
	Dry cells (Leclanche types), except military:					
	General purpose (6 inch or equivalent) 1.5 volts:					
36920 12	Single unit	Million batteries	16.7	9.0	5.1	2.7
36920 16	Multiple unit	...do			1.8	3.0
36920 21	D size (standard and industrial) floodlight cells (single cells only)	Million cells	394.6	42.0	399.7	34.9
36920 82	Dry cell, military type, including general purpose 1.5 volts, standard flashlight, and portable radio types	1,000 batteries	71.2	40.5	37.4	20.5
36920 92	Wet cell primary batteries	Million batteries	1.1	16.2	0.8	14.2
36920 97	Other batteries, including flashlight cells other than "D" size, lantern batteries, radio A-B and C cells, and dry cells (except Leclanche type and military.'	...do	(NA)	202.2	(NA)	92.1
36920 95	Parts and supplies for primary batteries		(X)	13.1	(X)	22.5
36920 00	Primary batteries, n.s.k. (represents establishments with 10 employees or more in 1967. See Note)		(X)	4.6	(X)	1.6
36920 02	Primary batteries, n.s.k. (represents establishments with fewer than 10 employees in 1967. See Note)		(X)	0.3		

Product code	Product	Unit of measure	Total shipments including interplant transfers			
			1967		1963	
			Quantity	Value (million dollars)	Quantity	Value (million dollars)
3693- --	X-RAY APPARATUS AND TUBES, TOTAL		(X)	179.8	(X)	108.6
	X-ray equipment, including X-ray tubes, and electrotherapeutic apparatus:					
36930 00	As reported in the census of manufactures		(X)	179.8	(X)	108.6
	As reported on Census annual Form MA-38S		(X)	172.6	(X)	109.6
	Medical diagnostic and therapeutic electronic equipment, except X-ray:					
36930 82	Diathermy equipment		(X)	0.9	(X)	3.7
36930 92	Electrocardiographs	1,000 units	13.1	11.0	9.8	7.5
36930 94	Electroencephalographs		(X)	42.3	(X)	18.2
36930 96	Other (electronic)					
	X-ray equipment and accessories (excluding X-ray spectrometer and diffraction equipment):					
36930 19	Medical and dental X-ray and gamma-ray equipment		(X)	68.2	(X)	42.5
36930 34	Industrial and scientific X-ray equipment		(X)	24.8	(X)	12.0
36930 71	X-ray equipment accessories		(X)	13.3	(X)	6.8
36930 49	X-ray tubes and valves, sold separately	1,000 units	(NA)	12.1	30.1	10.0

See footnotes at end of table.

C.10#1

TABLE 6A Products and Product Classes–Quantity and Value of Shipments by All Producers: 1967 and 1963–Continued

(Includes quantity and value of the products reported not only by establishments classified in this industry, but also by establishments classified in other industries, and shipping these products as "secondary" products. See Appendix, Explanation of Terms, "Value of shipments")

Product code	Product	Unit of measure	Total shipments including interplant transfers			
			1967		1963	
			Quantity	Value (million dollars)	Quantity	Value (million dollars)
3841- --	SURGICAL AND MEDICAL INSTRUMENTS, TOTAL		(X)	*342.9	(X)	290.6
38410 12	Surgical instruments, including suture needles, and eye, ear, nose, and throat instruments		(X)	35.1	(X)	22.3
38410 31	Orthopedic instruments, such as bone drills, bone plates, etc., excluding eye, ear, nose, and throat instruments		(X)	6.8	(X)	8.1
38410 51	Diagnostic apparatus, including such items as metabolism and blood pressure apparatus, ophthalmoscopes, otoscopes, cystoscopes, etc		(X)	76.4	(X)	19.2
	Hypodermic syringes:					
38410 63	Reusable	Million units	4.8	5.4	7.9	11.6
	Disposable:					
38410 66	Uniquely designed for prefilling	...do	247.6	15.4	115.9	11.3
38410 69	Other	...do	(NA)	29.1	384.2	25.1
	Hypodermic needles:					
38410 73	Reusable	...do	(NA)	4.1	39.6	5.4
38410 75	Disposable	...do	1,712.8	42.4	834.1	27.5
38410 83	Anesthesia apparatus and oxygen tents		(X)	24.8	(X)	82.3
38410 85	Other surgical and medical instruments, including transfusion equipment, blood donor kits, veterinary instruments		(X)	164.5	(X)	
38410 91	Operating room furniture, including tables, cases, cabinets, etc		(X)	22.8	(X)	18.9
38410 93	Patient room furniture, including cabinets, overbed tables, desks, dressers, etc., but excluding beds and chairs		(X)	27.4	(X)	49.8
38410 96	Other hospital furniture, excluding operating and patient room furniture, beds and instruments, but including cases, tables, bassinets, chartracks, bacrests, etc		(X)	56.3	(X)	
38410 01	Surgical and medical instruments, n.s.k. (represents establishments with 10 employees or more in 1967. See Note.)		(X)	23.1	(X)	9.9
38410 02	Surgical and medical instruments, n.s.k. (represents establishments with fewer than 10 employees in 1967. See Note.)		(X)	5.5	(X)	
3842- --	SURGICAL APPLIANCES AND SUPPLIES, TOTAL		(X)	691.3	(X)	461.8
38421- --	Surgical, orthopedic, and prosthetic appliances and supplies		(X)	475.0	(X)	318.2
38421 11	Orthopedic appliances (braces), including parts		(X)	17.6	(X)	8.1
38421 15	Sterilizers (hospital and surgical), excluding dental sterilizers		(X)	29.9	(X)	15.8
	Surgical dressings:					
38421 22	Elastic bandages	Million sq.yds.			2.0	6.0
38421 23	Other bandages, including muslin, plaster of Paris, etc. (excluding self adhering bandages)	...do	(NA)	29.0	37.3	10.9
38421 24	Adhesive plaster, medicated and nonmedicated, including self-adhering bandages		(X)	83.3	(X)	53.7
38421 26	Gauze (absorbent and packing)	Million sq.yds.	(NA)	3.7	108.5	5.7
38421 27	Cotton, including cotton balls (sterile and nonsterile)		(X)	15.6	(X)	15.0
38421 29	Other surgical dressings, including sponges, compresses, pads, etc		(X)	63.8	(X)	30.8
	Sterile surgical sutures:					
38421 33	Absorbable		(X)	43.4	(X)	32.6
38421 34	Nonabsorbable		(X)	27.8	(X)	18.1
38421 35	Artificial limbs (prosthetic), including parts		(X)	9.9	(X)	7.6
38421 36	Elastic stockings		(X)	10.0	(X)	8.3
38421 41	Elastic braces, suspensories, and other elastic supports		(X)	11.9	(X)	7.5
38421 45	Arch supports and other foot appliances		(X)	7.7	(X)	3.3
38421 71	Surgical corsets	1,000 dozen	189.2	10.6	74.0	8.5
38421 65	Breathing devices excluding anesthetic apparatus but including incubators, respirators, resuscitators, inhalators, etc		(X)	16.5		
38421 61	Corn remover pads, bunion pads, etc					
38421 93	Other surgical and orthopedic items (wheel chairs, splints, trusses, etc.)		(X)	89.1	(X)	77.9
38421 90	Surgical, orthopedic, and prosthetic appliances and supplies n.s.k		(X)	5.2	(X)	10.4
38423 --	Personal industrial safety devices		(X)	*144.4	(X)	97.4
38423 11	Respiratory protection equipment, including gas masks, abrasive masks, canister masks, etc		(X)	47.9	(X)	30.0
38423 31	Eye and face protection devices, including face shields, hoods and welding helmets and masks excluding industrial goggles and eye protectors		(X)	17.9	(X)	11.5
38423 51	Protective clothing, except shoes		(X)	31.4	(X)	21.7

See footnotes at end of table.

Def Ex 2

TABLE 6A. Products and Product Classes—Quantity and Value of Shipments by All Producers: 1967 and 1963—Continued

(Includes quantity and value of the products reported not only by establishments classified in this industry, but also by establishments classified in other industries, and shipping these products as "secondary" products. See Appendix, Explanation of Terms, "Value of shipments")

Product code	Product	Unit of measure	Total shipments including interplant transfers			
			1967		1963	
			Quantity	Value (million dollars)	Quantity	Value (million dollars)
3842- --	SURGICAL APPLIANCES AND SUPPLIES--Con.					
38423 --	Personal industrial safety devices--Continued					
38423 61	First aid, snake bite and burn kits, both household and industrial types		(X)	8.2	(X)	7.0
38423 71	Other personal safety devices		(X)	36.6	(X)	27.2
38423 00	Personal industrial safety devices, n.s.k.		(X)	2.1	(X)	-
38424 13	Electronic hearing aids, complete units	1,000 units	360.1	40.9	355.0	37.3
38420 00	Surgical appliances and supplies, n.s.k. (Represents principally establishments with 10 employees or more in 1967. See Note)		(X)	14.8	(X)	11.0
38420 02	Surgical appliances and supplies, n.s.k. (Represents principally establishments with fewer than 10 employees in 1967. See Note)		(X)	16.3		
3843- --	DENTAL EQUIPMENT AND SUPPLIES, TOTAL		(X)	201.8	(X)	139.5
	Dental metals:					
38430 11	Precious	Thousand Troy oz.	1,121.4	32.0	797.0	19.5
38430 15	Nonprecious	do.	1,765.8	4.1	1,062.0	2.5
38430 21	Dental alloys for amalgams	do.	3,222.3	6.1	1,537.0	2.7
	Teeth, excluding dentures:					
38430 31	Porcelain	Million teeth	53.4	12.8	60.5	12.4
38430 35	Other, including resinous and plastic	do.	37.6	9.1	26.7	5.1
38430 41	Denture materials		(X)	5.3	(X)	3.8
38430 47	Dental professional equipment, including dental chairs, equipment units, cabinets, lights, etc.		(X)	46.5	(X)	27.2
38430 51	Dental laboratory equipment, including furnaces, casting machines, lathes, benches, polishing units, flasks, blow pipes, presses, etc.		(X)	7.7	(X)	6.1
38430 57	Dental hand instruments (forceps and pliers, broaches, cutting instruments, etc.		(X)	12.4	(X)	9.1
38430 61	Burs, diamond points, abrasive points, wheels, disks, and similar tools for use with hand pieces		(X)	8.7	(X)	7.7
38430 71	Waxes, cements, dental rubbers, impression materials, and other consumable supplies including low-fusing alloys		(X)	22.1	(X)	14.4
38430 98	Other dental products, including dental sterilizers (excluding X-ray equipment)		(X)	24.4	(X)	23.7
38430 00	Dental instruments, equipment, and supplies, n.s.k. (Represents principally establishments with 10 employees or more in 1967. See Note.)		(X)	2.9	(X)	6.4
38430 02	Dental instruments, equipment, and supplies, n.s.k. (Represents principally establishments with fewer than 10 employees in 1967. See Note.)		(X)	7.7	(X)	
3851- --	OPHTHALMIC GOODS, TOTAL		(X)	377.5	(X)	244.1
38511 --	Ophthalmic fronts and temples		(X)	84.2	(X)	68.1
	Fronts, finished (with or without decoration), and temples:					
38511 12	Gold-filled fronts, full-rimmed or semirimmed	Million units	1.0	3.2	0.8	2.5
38511 14	Aluminum or other metal fronts	do.	1.1	2.8	0.7	2.5
38511 15	Plastic fronts	do.	71.7	29.3	20.1	26.7
38511 16	Combination fronts	do.	6.1	14.6	4.7	12.2
38511 17	Temples (all types), finished	Million pairs	34.6	30.7	24.7	24.2
38511 00	Ophthalmic fronts and temples, n.s.k.		(X)	3.6	-	-
38512 --	Ophthalmic focus lenses, including contact lenses		60.6	134.2	36.5	70.0
38512 21	Plastic lenses	Million pairs	10.6	4.0	(10)	(10)
38512 23	Contact lenses	do.	1.0	7.2	(10)	(10)
38512 31	Single vision lenses (ground and polished and molded blanks)	do.	30.8	49.1	10 22.1	10 27.4
	Multifocal lenses (finished and semifinished and molded blanks):					
38512 41	Bifocals	do.	16.7	71.6	10 14.5	10 42.6
38512 43	Other	do.	1.5	2.1		
38512 00	Ophthalmic focus lenses, n.s.k.		(X)	0.3	-	-

See footnotes at end of table.

Def 0#3

TABLE 1. Dental Laboratories, by Regions, Divisions, and States: 1967

Region, division, and State	All establishments		Establishments with payroll			
	Number	Receipts ($1,000)	Number	Receipts ($1,000)	Payroll, entire year ($1,000)	Paid employees for week including Mar. 12 (number)
UNITED STATES, TOTAL	6 891	351 619	4 186	317 238	131 986	23 431
REGIONS:						
THE NORTHEASTERN STATES	2 073	116 283	1 245	(D)	(D)	(D)
THE NORTHCENTRAL STATES	1 609	84 313	949	(D)	(D)	(D)
THE SOUTH	1 664	75 651	1 066	68 187	26 381	5 266
THE WEST	1 545	75 372	926	67 176	26 220	4 550
GEOGRAPHIC DIVISIONS:						
NEW ENGLAND	487	18 515	280	(D)	(D)	(D)
MIDDLE ATLANTIC	1 586	97 768	965	90 220	39 040	6 685
EAST NORTH CENTRAL	1 199	59 608	710	53 503	23 043	4 012
WEST NORTH CENTRAL	410	24 705	239	(D)	(D)	(D)
SOUTH ATLANTIC	844	42 173	580	38 619	16 009	2 980
EAST SOUTH CENTRAL	292	13 058	184	11 596	4 230	809
WEST SOUTH CENTRAL	506	20 420	302	17 972	6 542	1 397
MOUNTAIN	262	9 699	151	7 919	3 126	601
PACIFIC	1 265	65 673	775	59 257	23 092	3 949
NEW ENGLAND:						
MAINE	22	736	14	625	228	54
NEW HAMPSHIRE	19	894	10	655	317	60
VERMONT	10	98	1	(D)	(D)	(D)
MASSACHUSSETS	251	9 911	148	8 583	3 735	618
RHODE ISLAND	44	1 062	29	944	284	73
CONNECTICUT	141	5 814	80	5 056	1 884	335
MIDDLE ATLANTIC:						
NEW YORK	978	65 468	580	60 593	26 869	4 466
NEW JERSEY	272	13 847	169	12 642	5 277	881
PENNSYLVANIA	336	18 453	216	16 985	6 894	1 343
EAST NORTH CENTRAL:						
OHIO	320	13 935	195	12 637	5 403	1 045
INDIANA	125	5 763	72	5 216	2 262	384
ILLINOIS	403	20 999	237	18 772	7 953	1 503
MICHIGAN	243	12 957	141	11 617	4 863	841
WISCONSIN	108	5 954	65	5 261	2 642	431
WEST NORTH CENTRAL:						
MINNESOTA	94	6 469	58	6 023	2 852	487
IOWA	64	3 978	35	3 826	1 441	295
MISSOURI	138	7 214	75	6 340	2 953	507
NORTH DAKOTA	10	1 698	7	1 369	809	103
SOUTH DAKOTA	12	561	11	(D)	(D)	(D)
NEBRASKA	30	2 315	31	2 105	963	171
KANSAS	42	2 695	26	2 406	1 220	211
SOUTH ATLANTIC:						
DELAWARE	14	364	10	312	97	20
MARYLAND	102	12 119	69	11 744	5 681	986
DISTRICT OF COLUMBIA	34	1 423	21	1 208	478	105
VIRGINIA	83	5 825	68	5 609	1 451	310
WEST VIRGINIA	35	1 936	26	1 852	727	193
NORTH CAROLINA	106	6 377	68	5 916	1 493	312
SOUTH CAROLINA	88	1 490	32	1 269	354	88
GEORGIA	107	6 486	72	5 900	2 398	402
FLORIDA	335	10 173	214	8 809	3 352	615
EAST SOUTH CENTRAL:						
KENTUCKY	67	2 800	44	2 496	836	177
TENNESSEE	107	5 350	69	4 848	1 759	350
ALABAMA	81	3 858	50	3 440	1 342	285
MISSISSIPPI	37	1 054	21	812	293	76
WEST SOUTH CENTRAL:						
ARKANSAS	83	1 730	30	1 610	618	162
LOUISIANA	74	5 504	39	5 041	1 949	243
OKLAHOMA	73	2 519	43	2 096	734	140
TEXAS	318	12 667	190	11 205	4 041	872
MOUNTAIN:						
MONTANA	17	497	11	389	110	26
IDAHO	26	624	11	451	172	45
WYOMING	10	167	5	115	35	11
COLORADO	78	5 063	47	4 653	1 172	224
NEW MEXICO	28	1 009	16	745	294	50
ARIZONA	63	2 532	33	2 197	955	154
UTAH	34	1 050	16	826	236	65
NEVADA	26	757	12	548	154	24
PACIFIC:						
WASHINGTON	146	7 858	74	6 990	2 934	429
OREGON	95	3 925	53	3 477	1 564	251
CALIFORNIA	991	52 715	630	47 725	18 131	3 107
ALASKA	6	243	3	218	54	10
HAWAII	25	932	15	849	407	74

Standard Notes: - Represents zero. D Withheld to avoid disclosure. NA Not available. X Not applicable. Z Less than 0.05 percent.

TABLE 2. Dental Laboratories, by Type of Personnel, in Selected Standard Metropolitan Statistical Areas: 1967

Standard metropolitan statistical area	All establishments		Establishments with payroll										
							Establishments reporting type of personnel						
										Paid employees for week including March 12			Active proprietors of unincorporated businesses
	Number	Receipts ($1,000)	Number	Receipts ($1,000)	Payroll entire year ($1,000)	Paid employees for week including March 12 (number)	Number	Receipts ($1,000)	Payroll entire year ($1,000)	Total (number)	Technicians (number)	Other (number)	Total (number)	Technicians (number)
UNITED STATES, TOTAL	6 891	351 619	4 186	317 238	131 986	23 431	3 350	261 297	110 987	19 172	14 097	5 075	3 000	2 953
ALBANY-SCHENECTADY-TROY, N.Y.	23	3 886	16	3 806	1 626	293	12	1 788	766	130	97	33	10	10
ANAHEIM-SANTA ANA-GARDEN GROVE, CALIF.	60	2 747	39	2 525	1 019	182	32	2 219	939	153	114	39	32	32
ATLANTA, GA.	57	4 621	41	4 333	1 872	314	35	4 002	1 711	284	209	75	30	30
BALTIMORE, MD.	55	7 565	40	7 369	3 556	604	36	4 540	2 423	416	320	96	27	26
BIRMINGHAM, ALA.	26	1 774	15	1 655	744	143	11	1 349	600	124	89	35	9	9
BOSTON, MASS.	153	6 409	99	5 744	2 521	407	81	5 269	2 367	396	313	83	60	60
BUFFALO, N.Y.	35	2 183	29	1 918	759	155	19	1 346	600	112	97	15	13	13
CHICAGO, ILL.	312	16 057	179	14 314	6 184	988	146	11 852	5 292	794	596	198	114	113
CINCINNATI, OHIO-KY.-IND.	38	2 290	29	2 187	1 057	178	23	2 034	1 015	164	107	57	19	18
CLEVELAND, OHIO	81	4 410	49	3 985	1 651	311	40	3 168	1 313	251	182	69	35	34
COLUMBUS, OHIO	31	1 496	17	1 410	667	121	12	878	414	68	47	21	10	9
DALLAS, TEX.	53	1 976	35	1 763	627	127	26	1 537	571	121	93	28	28	23
DAYTON, OHIO	28	1 132	20	1 011	459	94	14	948	411	88	54	34	10	9
DENVER, COLO.	51	2 424	30	2 105	1 016	189	27	2 051	1 009	186	131	55	21	21
DES MOINES, IOWA	17	1 256	11	1 204	580	91	9	1 129	565	87	64	23	5	5
DETROIT, MICH.	138	8 442	83	7 671	3 126	558	71	6 750	2 771	471	374	97	65	62
FORT WORTH, TEX.	25	1 523	16	1 311	516	96	12	1 221	484	88	50	38	12	12
GRAND RAPIDS, MICH.	15	1 170	8	1 094	503	94	8	1 094	503	94	78	16	6	6
HARRISBURG, PA.	13	1 939	8	1 911	943	189	7	1 891	931	186	142	44	7	7
HARTFORD, CONN.	24	2 237	14	2 114	1 238	154	11	1 824	681	104	76	28	7	7
HOUSTON, TEX.	66	3 415	36	3 163	1 253	276	23	2 563	1 119	240	199	41	21	20
INDIANAPOLIS, IND.	29	1 872	18	1 769	810	133	17	1 737	809	133	103	30	13	13
JERSEY CITY, N.J.	27	1 350	16	1 213	550	92	13	1 136	531	90	62	28	9	9
LOS ANGELES-LONG BEACH, CALIF.	399	20 149	246	18 150	7 017	1 209	199	14 865	5 865	907	649	258	191	190
LOUISVILLE, KY.-IND.	32	1 675	18	1 501	590	119	12	1 276	504	101	82	19	17	17
MEMPHIS, TENN.-ARK.	26	1 778	16	1 668	690	136	13	1 609	674	132	105	27	13	13
MIAMI, FLA.	86	2 992	61	2 667	1 054	191	51	2 344	920	166	121	45	42	42
MILWAUKEE, WIS.	38	2 541	21	2 266	1 313	198	18	2 195	1 285	190	117	73	10	10
MINNEAPOLIS-ST. PAUL, MINN.	57	4 823	36	4 561	2 199	333	28	4 111	2 017	305	231	74	19	19
NEW ORLEANS, LA.	23	1 950	12	1 801	757	153	5	972	476	80	66	14	6	6
NEW YORK, N.Y.	763	54 382	467	50 837	22 978	3 679	365	41 210	19 194	2 927	2 193	728	245	241
NEWARK, N.J.	102	6 029	60	5 475	2 419	356	49	5 049	2 308	314	255	65	33	32
PATERSON-CLIFTON-PASSAIC, N.J.	49	2 600	29	2 447	1 155	203	21	1 950	954	299	223	76	21	21
PHILADELPHIA, PA.-N.J.	166	9 397	114	8 600	3 357	638	92	7 519	2 981	540	380	160	88	85
PHOENIX, ARIZ.	44	1 915	19	1 868	792	120	10	899	395	62	47	15	7	7
PITTSBURGH, PA.	57	4 165	34	3 873	1 651	312	31	2 497	1 106	215	151	64	24	24
PORTLAND, OREG.-WASH.	56	2 870	32	2 625	1 294	199	21	1 961	1 039	155	104	51	24	24
ROCHESTER, N.Y.	33	1 419	18	1 155	468	92	15	1 081	446	86	52	34	14	13
SACRAMENTO, CALIF.	30	1 859	20	1 765	638	104	18	1 665	633	102	79	23	19	19
ST. LOUIS, MO.-ILL.	67	3 971	39	3 600	1 755	285	34	3 256	1 602	248	181	67	27	25
SAN ANTONIO, TEX.	32	1 423	16	1 245	509	116	15	1 249	495	101	78	23	18	18
SAN BERNARDINO-RIVERSIDE-ONTARIO, CALIF.	46	1 511	24	1 218	352	68	21	1 176	542	65	48	17	26	26
SAN DIEGO, CALIF.	61	2 236	28	1 677	685	110	26	1 584	665	100	82	18	25	24
SAN FRANCISCO-OAKLAND, CALIF.	169	14 655	122	14 039	5 882	1 022	100	9 108	3 915	654	486	168	107	106
SAN JOSE, CALIF.	55	2 920	40	2 502	820	141	32	2 315	768	118	84	34	40	38
SEATTLE-EVERETT, WASH.	73	5 339	31	4 803	2 138	285	21	2 575	1 292	178	128	50	18	18
SPRINGFIELD-CHICOPEE-HOLYOKE, MASS.-CONN.	18	1 156	9	949	453	71	9	949	453	71	45	23	6	6
TAMPA-ST. PETERSBURG, FLA.	60	1 570	36	1 270	492	96	27	997	426	82	61	21	17	17
WASHINGTON, D.C.-MD.-VA.	91	6 619	57	6 185	2 877	568	47	4 963	2 899	442	307	135	45	45
WICHITA, KANS.	11	1 213	7	1 108	610	106	5	1 008	569	90	74	16	1	1

Standard M.S.A.'s - Represents zero. D Withheld to avoid disclosure. NA Not available. X Not applicable.

DX T

UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK

UNITED STATES OF AMERICA, Plaintiff, -against- HEALTHCO, INC., Defendant.	70 Civ. 1312 (I.B.W.) AFFIDAVIT

I, ROBERT M. GREGORY, am the Executive Director of the National Association of Dental Laboratories, 3801 Mount Vernon Avenue, Alexandria, Virginia 22305, and have been since October, 1967. I have personal knowledge of the following facts:

1. Our association published the 1968 Operations Analysis of the United States Laboratory Industry. [Plaintiff's Exhibit 55 for Identification.]

2. The data used in that publication was prepared by and under the direction of Mr. William Cumming, who was at that time our Director of Business Management Services.

3. Mr. Cumming is no longer with the NADL and I do not know where he is today.

4. The work sheets and data underlying the publication in question were destroyed in the normal course of business some time in 1971 to the best of my knowledge.

Dated: Nov. 7, 1973

ROBERT M. GREGORY

Subscribed and Sworn to Before
me this 7th day of Nov., 1973.

Notary Public
3-8-74

DX S

UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK

- -x

UNITED STATES OF AMERICA,

Plaintiff,

-against-

HEALTHCO, INC.,

Defendant.

- -x

70 Civ. 1312
(I.B.W.)

AFFIDAVIT

I, JAMES N. AKE, am the statistician for the Division of Dental Health, of the Department of Health, Education, and Welfare at 7550 Wisconsin Avenue, Bethesda, Maryland. I have knowledge of the following facts:

1. The Health Manpower Source Book [Plaintiff's Exhibit 53 for identification] is published by the Bureau of Health Professions Education and Manpower Training, National Institute of Health, Public Health Service, Department of Health Education and Welfare.

2. I prepared the count of active dentists published in the Health Manpower Source Book, P.H.S. Publication Number 263, § 20.

3. In preparing that data, I used the methodology set out in the bracketed portion of the attached Exhibit A, which was applied to the American Dental Association Dental Directory for a total count of dentists.

4. The count of dentists excluded the graduating class of 1968.

Dated: Nov 7, 1973

James N. Ake
JAMES N. AKE

Subscribed and Sworn to Before
me this _____ day of _____, 1973.

_____
Notary Public

Appendix A

Virtually all dentists in the United States have graduated from dental schools located in this country. Since losses of United States graduates through migration to foreign locations are negligible, the dentist supply corresponds to the net balance between the number graduated from American Schools and the number lost through deaths and retirement.

The number of dentists dying in a year was estimated from death rates for white males. Although death rates for white men were used, there are about 2,000 women dentists and about the same number black dentists. Since death rates for women are lower than those of men, and death rates for blacks are higher than those of white persons, the net error thus incurred is probably very small.

The death rates for white males published by the National Center for Health Statistics in their document called "Vital Statistics of the United States, Life tables," were used to estimate deaths. In order to use these tables, it was necessary to assign average figures to each class. Once each class is assigned an average age, it is then possible to use the life tables to estimate number of deaths. Life tables 1901-09 were used for the projection period 1900 to 1925, tables 1929-31 for the years 1925 to 1935, table 1937-41 for the years 1935 to 1945, table 1949-51 for the years 1945 to 1955, table 1959-61 for the years 1955 to 1965 and table 1967 for the years 1965 to 1990.

The median age at graduation is now 26 years, having been 28 years in the period 1950-54 and 25 years to World War II, source the American Dental Association.

Ratios were then created for the converting of total dentist counts to active dentist counts, by comparing the total dentist supply to the 1950 Census, the last Census to provide a full count by occupation. These "percentage active" values were established by first converting counts for every dentist ever graduated to age-interval counts paralleling age intervals used by the United States Census. The dentist counts were converted to 5-year age interval counts for each year of graduation (the Median Age) through the application of percentages derived to express the pattern distribution above and below the average age as reflected in data published by the ADA for graduates at different years at graduation.

The percentages are as follows:

Years Younger					Average Age	Years Older					
5	4	3	2	1		1	2	3	4	5	6
5%	5%	10%	15%	15%	10%	10%	10%	5%	5%	5%	5%

The federal dentists (excluding VA) were tallied from the 1950 ADA Directory, converted to age groups and subtracted from the total dentist supply. The percent of non-federal dentists were than computed for each 5-year age interval as the percent of all non-federal dentists included in the census counts, for each 5-year age interval. The resulting "percentage active" values were then plotted and a smooth curve created; approximate values were interpolated for each five-year interval of age.

The resulting "percentage active" figures were:

Age Group	Percent Active	Age Group	Percent Active
Under 44	100	70-74	57
45-49	98	75-79	47
50-54	91	80-84	35
55-59	83	85-89	22
60-64	75	90 and over	10
65-69	66		

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UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK

----------x

UNITED STATES OF AMERICA, :

Plaintiff, :

-against- : 70 Civ. 1312 (I.B.W.)

HEALTHCO, INC., : AFFIDAVIT

Defendant. :

----------x

I, THOMAS WM. BIANCHI, state that James N. Ake signed the attached Affidavit before me this 7th day of November, 1973.

Thomas Wm. Bianchi